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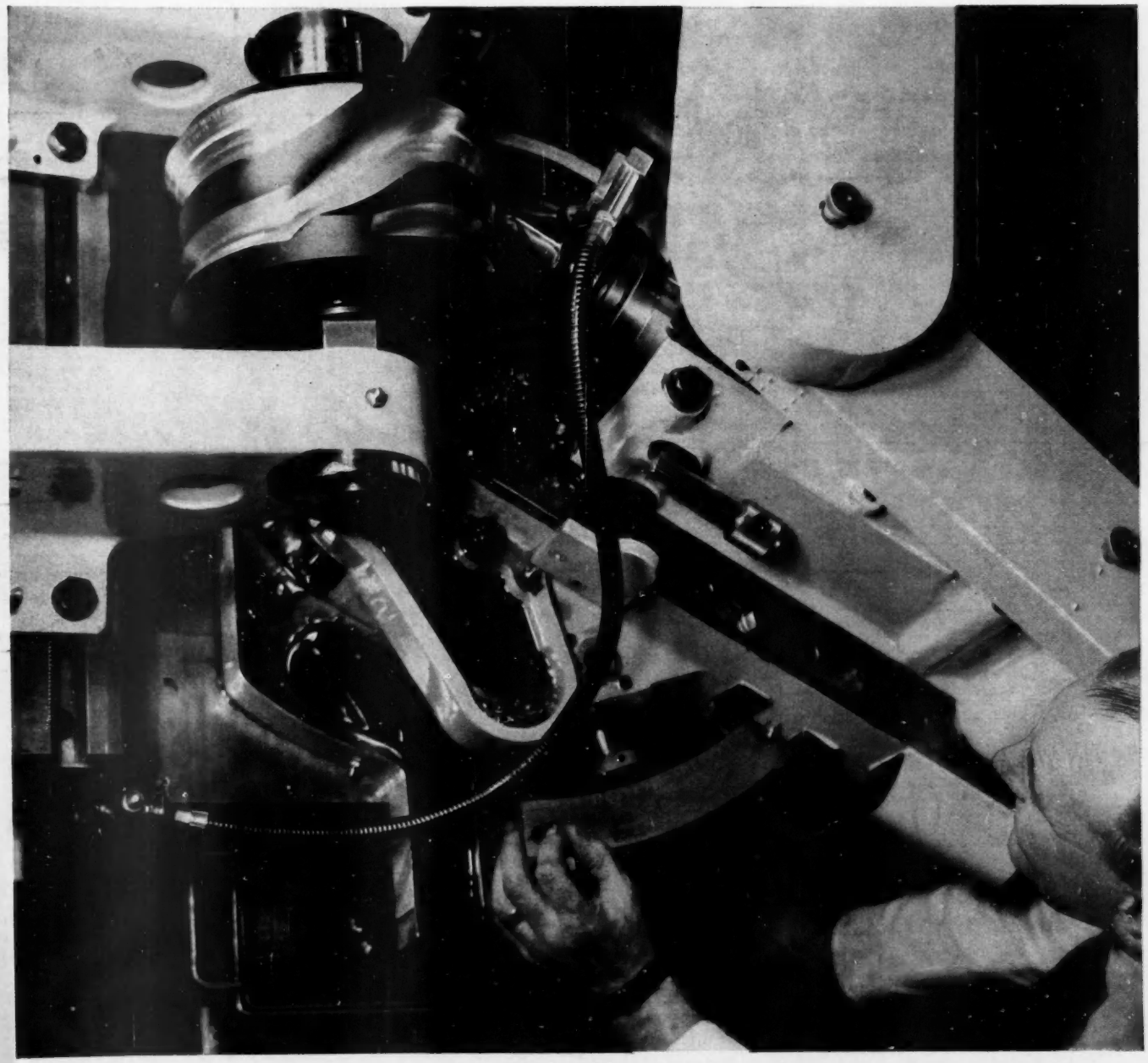

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Front cover photograph

A unique machine tool developed by Manifold Machinery Can Division, a subsidiary of British Lighting Industries (Thorn Group), being used to cut concave globoidal cans used in high-speed indexing systems.

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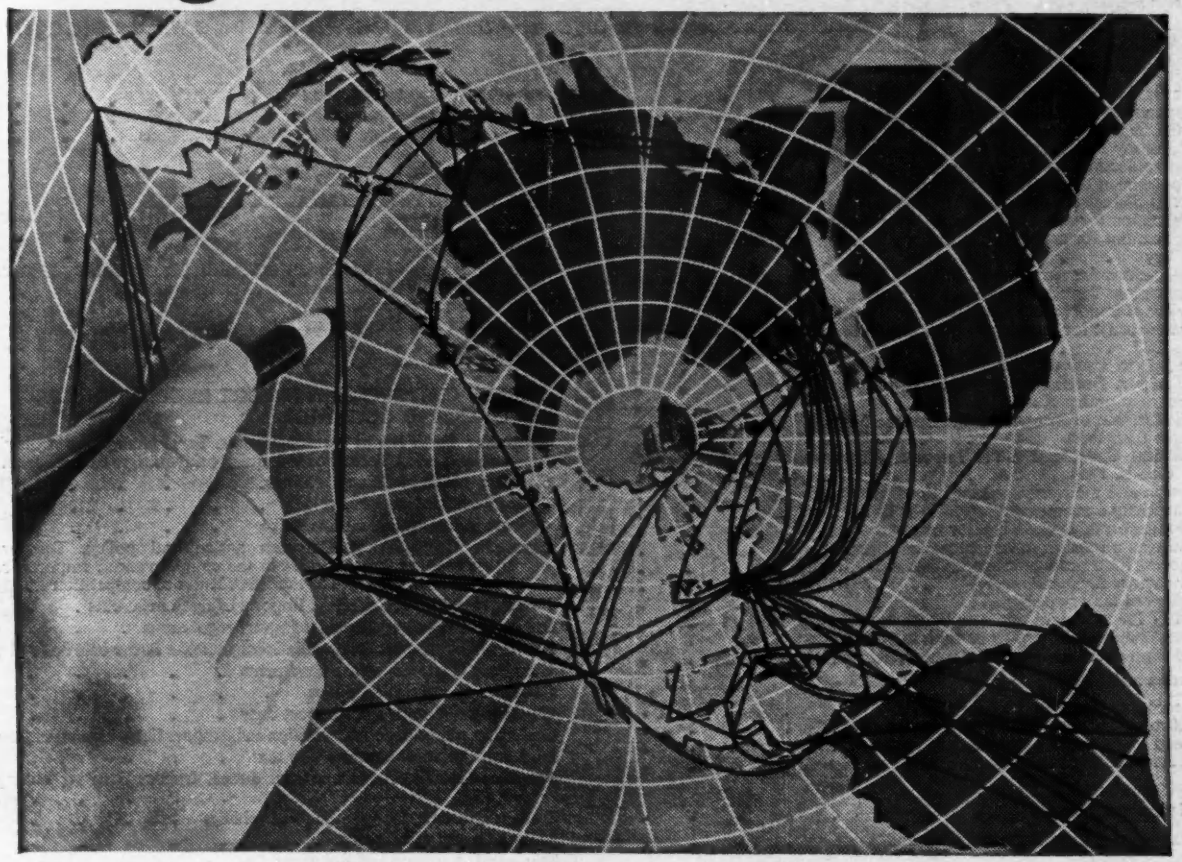

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The British Trade Council in Germany

By Dr. F. T. Hamblin, CBE, Vice-President, British Trade Council in Germany, general manager, ICI (Deutschland), GmbH.

At a time when many British businessmen are focusing their attention on the rapidly growing West German market and the opportunities provided by the Federal Government's decision to encourage imports by means of a tax rebate, readers of the *Board of Trade Journal* will be interested to learn something of the work of the British Trade Council in Germany, an unofficial organization one of whose main aims is to help British exporters operating in or wishing to enter the German market.

THE BRITISH TRADE COUNCIL IN GERMANY eV is a voluntary association of businessmen, mainly resident in Germany, whose firms are concerned with offering British goods and services or are British firms manufacturing in Germany. Members pay a small subscription to cover expenses, but there is no permanent staff and the function of the Secretariat is carried out by the British Embassy in Bonn.

A great deal of valuable information is available to firms who wish to start trading in Germany, or increase their activities there, from many sources such as the Board of Trade, BNEC, banks, and the British Embassy and Consulates-General in the Federal Republic and Berlin. The function of the Trade Council is to supplement this information by the practical experience of persons actually engaged in operating in the market place. It does so in close collaboration with the official services (who are represented on its committee), with the CBI and with the BNEC.

Currently some 280 firms are members of the Trade Council. A monthly Newsletter is prepared by the Secretariat and circulated to all members. This gives useful trading statistics, and highlights political and economic developments in the United Kingdom and Germany which are likely to be of particular interest to members.

Sir Roger Jackling (third from left), British Ambassador at Bonn, attending a committee meeting of the British Trade Council at the British Embassy.

Criteria for membership

The criteria for membership of the Trade Council are that the firm should be:

(i) A United Kingdom firm with a substantial interest in selling to Germany or in setting up a subsidiary there, or

(ii) A German firm primarily concerned with importing goods from the United Kingdom, or

(iii) A German firm with a majority of British capital. Such a firm may be importing goods, providing services or manufacturing in Germany.

The membership of United Kingdom firms is encouraged since, although they may not frequently be able to attend meetings in Germany, they do receive the literature, e.g. committee minutes, Newsletter, etc., and can thereby quickly establish useful contacts with members when need arises, in certain circumstances a personal membership is allowed, e.g. when a person is himself directly involved but not his company, if he belongs to one. There are, for example, one or two lawyers, German and English, who have been members for a number of years.

It is often said that no businessman is likely to give any useful information to a competitor. This is true in certain narrow fields such as customer contacts, but most businessmen are happy to advise on general marketing matters and on questions connected with the setting up and running of a business, and in the past Trade Council members have helped both fellow-members and non-members on: the location of offices or works; German regulations affecting imported products; distribution facilities in Germany; documentation, packaging; customs classification; changes in German Patent law, conditions of employment and fringe benefits for local and expatriate staff, etc.; financial advice and facilities.

Distances being considerable in Germany, the main activities of the Trade Council are organized on a regional basis. The members in the Hamburg, Düsseldorf, Frankfurt and Stuttgart areas have formed local groups which meet for lunch or in the evening every one or two months, except during the summer, to discuss matters of mutual interest.

Discussions on new Added Value Tax

During the 1967/1968 session, for example, there were a number of meetings on the new Added Value Tax and how it would operate, etc. These proved of great value to members as there were many obscurities in the regulations when they were issued. Similarly, discussions on the implications of the recent German Social Security legislation saved most of the members a great deal of individual time by pooling all the information available.

German Border Taxes

An article on the changes in German Border Taxes appears on page 1577.

Such meetings provide a useful meeting place for persons having common interests to discuss their problems. Newcomers to Germany find them particularly valuable, not only on account of the formal discussion, but from the informal talks which take place before and after the meeting.

In addition to the above the Trade Council has assisted in a number of trade promotion exercises such as the British Weeks in Düsseldorf and Bad Godesberg, and the promotional activities

(*Continued on next page*)

THE BRITISH TRADE COUNCIL IN GERMANY, *continued*

connected with the 400th anniversary of the arrival of the Merchant Venturers in Hamburg. In 1967 the Trade Council acted as the host for the Fourth Annual Conference of the British Chambers of Commerce in Europe which was held in Bad Godesberg.

The Trade Council has just prepared a folder setting out its main objects. It is hoped that wide circulation of this folder among British businessmen both in the United Kingdom and when visiting Germany will make the Trade Council better known and enable it to do more for British trade and interests. As the folder indicates, the services of the Trade Council can be called upon by contacting the Secretariat, c/o British Embassy, Friedrich-Ebert Allee 77, 5300 Bonn, and indicating the nature of the problem on which help is needed. The Secretariat will then contact those persons in the Trade Council who are most likely to be able to assist and try to arrange for a meeting or a written answer. The Trade Council is ready to play its part in the new trade drive for the German market launched last week by Mr. Anthony Crosland, President of the Board of Trade and the Chairman of the BNEC.

Sir Roger Jackling, British Ambassador to the Federal Republic of Germany, was among the many visitors to the stand of Keyswitch Relays Limited at the recent Electronica Exhibition held in Munich. He is seen here (right) with Messrs. K. G. Anson, overseas sales manager, K. E. Harris, sales director and D. K. Madden, senior sales executive, Keyswitch Relays Limited (Thorn Group).

'Opportunity Germany': New trade drive by Britain

MR. ANTHONY CROSLAND, President of the Board of Trade, and Sir Peter Runge, chairman of the British National Export Council, launched on November 27 'Opportunity Germany' – a trade drive to take advantage of the reduction in German import barriers (see last week's *Journal*, page 1451).

While the financial talks were proceeding in Bonn, members of the BNEC and of the Board of Trade were already discussing with British commercial officers from our German posts the increasing and fresh opportunities for British exporters. The trade drive now planned is based on an intensified programme of Trade Fairs and Store Promotions in Germay, and the tapping of unused capacity in British industry. More British salesmen will be appearing in Germany, more German buyers will be brought to British trade fairs.

The Board of Trade and BNEC will be working together to bring opportunities in Germany to the attention of British industry.

Sir Antony Part speaks to GATT Contracting Parties

SIR ANTONY PART, Permanent Secretary, Board of Trade, spoke to the 25th Session of the Contracting Parties to GATT, in Geneva, on November 29. In the course of his speech, Sir Antony said: 'HMG have felt compelled to take the measures of which delegates have already been informed. We have taken these measures with regret for we have worked persistently, not least in the last 12 months, to strengthen the influence of those in the United Kingdom and elsewhere who believe in the liberalization of trade; and we are sure that the very existence and continuing influence of the GATT have helped to make governments, whatever their difficulties, very reluctant to adopt any measures which are restrictive of international trade. This is certainly true of HMG. But now that the international monetary situation has emphasized conclusively the need for us to take less indirect action to restrain imports, we have taken account to the fullest extent possible of the interests of our trading partners and of the spirit of international co-operation represented by the GATT; and we have deliberately chosen a method which in its essential impact is of limited duration and is designed to do as little damage as possible to international trade. The representatives of the Contracting Parties will be aware that we have readily accepted the proposal that our scheme should be examined by a working party.

'In our view the present situation with all its difficulties makes it specially desirable to reaffirm the intention of all of us both to implement fully the results of the Kennedy Round and to abide by the objectives to which the Contracting Parties are committed. HMG strongly agree with the need to make plans to maintain the momentum of liberalization, and we welcome the initiative of the director-general in stimulating discussion and the proposals suggested with this end in view. We shall be glad to co-operate in a purposeful way in the agreed programme of work.

'We are strongly conscious of the interest of the developing countries in all aspects of this programme of work and their desire to play a full part in it. We acknowledge this interest and for our part we attach special importance to finding practical measures for helping the developing countries in a fruitful way.

'More generally, with regard to tariffs we hope that the current survey by the Secretariat of the post-Kennedy tariff scene will help to show which are the most promising lines for further advance. It is not necessary at this stage to decide finally which of the various possibilities hold out the most promise of substantial results. We certainly do not rule out any possibilities at this stage.

'As for non-tariff barriers, we hope that as the work now in hand progresses – and we shall be glad to participate fully in it – purposeful consideration can be given to the possibility of multilateral negotiations on those main barriers which appear to have the most significant effect on international trade, and we should certainly be willing to take part in such negotiations.

'We shall continue to play an active part in the group which is examing the border tax problem and which, we are glad to note, has made useful progress in the study of this complex field.

Of agriculture the special committee appears to have a reasonable programme of work in which we are ready to participate to the full, and which should now proceed as part of the whole programme of work.

'I therefore conclude by expressing the hope that this programme of work will lead to purposeful discussions and indeed, as opportunity arises, negotiations which will do justice to the contribution that the GATT can make to the cause of freer international trade.'

BNEC report on opportunity in West Germany

A SPECIAL ISSUE of the British National Export Council's *BNEC News* contains the BNEC Export Council for Europe's report on 'Opportunity in West Germany'. It is a preliminary report on market opportunities arising from the German border tax changes.

Copies of the report may be obtained from the BNEC, 6 to 14 Dean Farrar Street, London, S.W.1.

Lord Brown, Minister of State, Board of Trade, opening the preview of the film 'Reaching Overseas Audiences,' in London on November 29 before an audience of British industrialists, and the press, organized by Charles Barker and Sons Ltd.

How to use film to boost exports

'REACHING OVERSEAS Audiences,' a 16 m.m., 15 minute colour film which features methods of film distribution, unusual portable projection equipment, the Government services available for film sponsors, mobile cinemas, and other methods for reaching overseas audiences, was given its preview before an audience of British industralists and the press in London on November 29.

The film was made for Export by Film, which is sponsored by the British National Export Council, the Financial Times, the Central Office of Information and the British Industrial and Scientific Film Association with the object of showing British industralists the many methods available for reaching overseas buyers with film.

It will be used regularly at the monthly Export by Film meetings which are held at the cinema of the Central Office of Information in London. These meetings are designed to show businessmen how others in the same industry are using film successfully as an aid to exporting. Each month one industry is examined – the next will be building and civil engineering on January 16, 1969. Further dates are: February 20 – transport; March 20 – electronics and electronic engineering; April 17 – chemical industry; May 15 – materials handling; June 19 – instrumentation and control.

Copies are available for outright purchase at the ruling laboratory, prices (i.e. at cost) from BISFA, 193-197 Regent Street, London, W.1, to whom the copyright has been assigned. They are also available on hire from Sound-Services Ltd., Kingston Road, Merton Park, London, S.W.19.

The film which was introduced by Sir Peter Runge chairman of the BNEC who also features in the film as a roving commentator was made possible through the services of a large number of companies involved in the film industry who provided services, materials, equipment, time and hospitality free of charge.

The co-operation which enabled the film to be made on what, organized by Mr. John Chittock, industrial film correspondent by commercial standards, would be an impossible budget, was of the Financial Times. Mr. Chittock also scripted and directed the film, assisted by Joy Chittock.

Lord Brown, Minister of State, Board of Trade, opened the proceedings, which started with examples of the COI's regular export films.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 437, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext.* 2653/6) *and not to HMSO.*

Appointment to the Textile Council

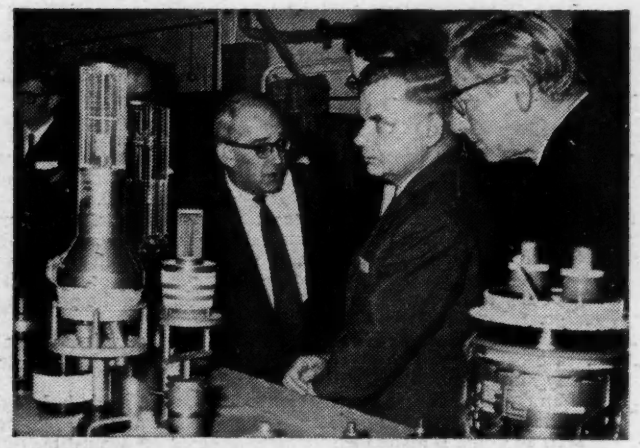
MR. ANTHONY CROSLAND, President of the Board of Trade, has appointed Mr. Charles Riding to be a member of the Textile Council.

Notes:

Mr. Charles Riding has been with the Carrington & Dewhurst Group since 1922, and been a director since 1938. He was the managing director of the company from 1950 until 1966, when he was appointed deputy chairman; and he became chairman in 1967, succeeding Mr. H. M. F. Carrington on his retirement from the board.

The appointment of Mr. Riding to the Textile Council is in the first instance for the period December 1, 1968 to March 31, 1969 when the current year's apointments expire. He is taking the place of Mr. Joe Hyman, chairman Viyella International Ltd. who resigned from the council in September.

The Textile Council is the Development Council for a wide sector of the British textile industry; it includes, in addition to that part of the industry previously covered by the Cotton Board, the production of man-made fibres, the processing and throwing of man-made fibre and silk yarn, and warp knitting. The council consists of eight employer members, six trades union members, and three independents, one of whom must be the chairman.



Members of the Electronic Economic Development Committee and the National Economic Development Office visited English Electric factories in the Chelmsford area on November 21. The morning and early afternoon were spent with the Marconi Company; the final part of their programme was with English Electric Valve Company at their Waterhouse Lane works. The party was led by the chairman, Sir Eric Mensforth, of John Brown & Co. From left to right are Mr. E. R. Tudway, National Economic Development Office; Viscount Caldecote, English Electric Company Limited; Mr. R. G. Roach, manager, Transmitting Valves Division; Mr. R. G. Adams, National Economic Development Office (partly hidden); Mr. A. M. Houghton, Ministry of Technology; Admiral Grant, Confederation of Electronics Industry. Mr. Roach is describing to them the components and finished RF triodes and tetrodes, which are laid out for inspection.

ECGD financial guarantee for Russia

THE EXPORT CREDITS Guarantee Department has signed a Financial Guarantee covering the sale to the USSR of two steel cold rolling mills, bi-metal strip manufacturing plant, and machinery for plain bearing manufacture.

The £3.5 million contract, which was signed on October 31, is between Associated Engineering (Export Services) Limited and V/O Stankoimport, USSR.

The loan for £2.4 million for financing the contract is being made available by the Midland Bank Limited and is repayable over seven years.

Application for anti-dumping duty on rape seed

THE BOARD OF TRADE gave notice on August 30, 1968 that they were considering an application for the imposition under the Customs Duties (Dumping and Subsidies) Acts, 1957 and 1968, of anti-dumping duties on imports of rape seed from the Soviet Zone of Germany and Poland.

The Board now announce that it appears, on the facts so far before them, that dumping has been and is taking place. They are also satisfied that the effect of the dumping is such as to threaten material injury to the United Kingdom producers of rape seed, and consider that it is expedient to impose a provisional charge to duty.

The Board of Trade have, accordingly, made an Order (The Anti-Dumping (Provisional Charge to Duty) Order, 1968) imposing from November 30, 1968 inclusive a provisional charge of duty of £4 per ton on rape seed originating in the Soviet Zone of Germany or Poland. Copies of the Order (SI 1968/1885) are available from HMSO, price 6d. (by post 10d.).

The Board of Trade also announce that if evidence of dumping of rape seed from any other country comes before them while this Order is in operation, the Board will consider whether it would then be expedient to impose a provisional charge on imports of rape seed from that country too.

For the purpose of implementing this Order, the Board of Trade have directed that proof of the country of origin shall be furnished to HM Customs and Excise in the case of rape seed exported to the United Kingdom from Belgium, Denmark, France, the Federal Republic of Germany, West Berlin, the Soviet Zone of Germany, the Soviet Sector of Berlin, the Netherlands, Norway, Poland, Sweden or the USSR.

Notes:

This is the first occasion on which the powers to apply a provisional charge to duty, contained in the Customs Duties (Dumping and Subsidies) Amendment Act, 1968, have been used.

The Order will remain in force for three months, unless previously extended or revoked or superseded by an Order imposing a definitive anti-dumping duty, which may be made retrospective to the date of imposition of the provisional charge, but not before. The rate of any retrospective duty cannot be higher than the provisional charge.

A provisional charge is not duty as such, but security, normally by cash deposit, will be required by HM Customs for the payment of any retrospective duty which may be imposed.

If an Order imposing a retrospective duty is not made before the provisional charge lapses or is revoked the security will be returned. If such an Order is made the security will be set off against the duty. If the period or rate of the retrospective duty is less than that of the provisional charge, the excess will be returned.

Applications for reductions in import duties on some tanning machinery

THE BOARD OF TRADE gave notice in March 1967 that they were considering applications for reductions in the import duties on vacuum dryers and multi-purpose dryers for leather. The Board now announce that the application in respect of multi-purpose dryers was subsequently withdrawn, and that they have rejected the application in respect of vacuum dryers.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by December 20.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
73.06	Iron or steel ingots of a tapered shape, of a weight of 10 tons or over per ingot, and with dimensions at the greater end of not less than 1,000 millimetres by 825 millimetres and at the lesser end of not less than 970 millimetres by 780 millimetres.	Iron and steel ingots	July 3, 1969	10435
73.07	Iron or steel slabs not less than 29 inches wide, not less than 4½ inches thick, and not less than 15 feet long.	Iron and steel slabs.	July 3, 1969	10435

Applications for reimposition of import duty

THE BOARD OF TRADE, Tariff Division, announced on August 23, 1968 that they were reviewing all temporary exemptions from import duty (mainly chemicals) due to expire at the beginning of January 1, 1969.

Interested parties will wish to note that following the 32 applications for reimposition of import duty published during this review, 25 items will be restored to duty on January 1, 1969, five items have been recommended for extension until March 6, 1969, one item for extension until the end of 1969, and one application was later withdrawn.

Details of these items are listed below.

Tariff heading	Description	Reference
Restorations		
29.01	Biphenyl	13007
	4-*tert*Butyltoluene	10357
29.06	Sodium biphenyl-2-yloxide	6731
29.12	2-Chlorobenzaldehyde	8244
	2, 6-Dichlorobenzaldehyde	5376
29.14	Ammonium 8-chlorohexadecafluoro-7-methyloctanoate	13014
	3-Chloroperbenzoic acid	6787
	3-Nitrobenzoic acid	10348
	Palmitoyl chloride containing (a) not more than 100 parts per million by weight of phosphorus compounds calculated as P, (b) not more than 100 parts per million by weight of sulphur compounds calculated as S, and (c) not more than 10 parts per million by weight of heavy metals calculated as Pb.	6970
29.16	DL-Malic acid	8193
29.22	*N*-Benzyl-*N*-ethyl-*m*-toluidine	8241
	Orthanilic acid	10347
	3-Trifluoromethylaniline	750
29.23	1, 2-Di-[*N*-methyl-*N*-3-(3, 4, 5-trimethoxybenzoyloxy)propyl amino]ethane dihydrochloride	13097
27.27	Cyanoacetamide	13132
29.32	4-Hydroxyphenylarsonic acid	4096
29.35	1-(2-Aminoethyl)piperazine	5896
	5-Mercapto-1-phenyltetrazole	13036
	Methimazole	6629
	Morpholine	10331
	Piperazine, anhydrous	2338
	2, 3, 5, 6-Tetrahydro-6-phenylimidazo[2, 1-*b*]thiazole hydrochloride	6903
29.36	Sulphathiazole	6865
29.43	D-Cellobiose	13082
	2-Deoxy-D-glucose	2388
Withdrawal		
29.23	Glycine	10336
Extended to March 6, 1969		
29.12	4-Chlorobenzaldehyde	8234
29.22	1, 2-Diaminoethane	8201
	Diethylenetriamine	5890
	Tetraethylenetriamine	8219
	Triethylenetetramine	5891
Extended to December 31, 1969		
29.22	*iso*Propylamine	242

Review of import arrangements for jute goods

MR. EDMUND DELL, Minister of State, Board of Trade, announced in answer to a question in the House of Commons on November 27 that, following a review of the import arrangements for jute goods, it had been decided to revise the system and introduce new arrangements from April 30, 1969.

The full text of the Minister's reply is as follows:

'Since the end of 1964, when the commoner packaging jute goods were returned to private trade, the Board of Trade Jute Control has been the sole importer of certain types of jute goods from India and Pakistan. It then resells most of them at prices increased by a percentage mark-up. Similar goods from most other sources are subject to quota. I consider that the time has come for a new system.

'In reviewing the matter I have had three objectives. First, I am to maintain employment in Dundee and the towns nearby. Though the Government have given all possible assistance, through their regional policies and otherwise, to the diversification of employment, very many men and women still earn their living from making jute goods. Secondly, I aim to give British users of jute goods reasonable access to such goods at world prices, particularly where exports are concerned. Thirdly, I have, of course, given full weight to our international obligations under the GATT, to the Commonwealth and to EFTA, to liberalize our jute imports, and I have done so to the maximum extent compatible with my first objective.

'I have consulted both sides of industry and the trading interests concerned, and I have listened carefully to representations made by our overseas suppliers, and I have kept in close touch throughout with my Rt. Hon. Friend the Secretary of State for Scotland. I am now satisfied that the best way to achieve the three objectives will be to end the present system on April 30, 1969, and to wind up the Jute Control as soon as possible thereafter. From May 1, 1969, all imports of the goods in question will be returned to private trade. They will be subject to licence and quota limitation, but imports for re-export will be allowed outside this quota limitation except for cloth and bags used solely for packaging. There will be no mark-up, but the normal tariff will be charged where it applies.

A Notice to Importers setting out full details of the new arrangements and the procedure to be followed by those wishing to apply for import licences will be issued on November 30. Priority in the allocation of import licences for jute goods for domestic consumption will be given to past importers and purchasers from the Jute Control. Any balance permitted under the quotas will be allocated in approximately equal proportions to users and to traditional traders in similar goods. The quota levels will be fixed annually and will be increased provided that such an increase is commensurate with the growth of the United Kingdom market for the types of jute goods in question and does not endanger the employment position in the Dundee area.

Notes:

The present position

The British jute manufacturing industry is concentrated in and around Dundee. This area is still dependent on jute manufacture for some 14 per cent of its employment, not including the dependent ancillary industries and services. Because of this and because no import duties are levied on jute goods from India and Pakistan, who have the advantage of lower costs and access to locally produced raw materials, the jute industry has been protected since the war by a special import arrangement under which the Board of Trade Jute Control is the sole importer of certain jute goods from India and Pakistan, most of which are resold at enhanced prices by the addition of a percentage mark-up. The scope and level of the protection afforded by the Jute Control's operations has been progressively reduced over the years so that for some time past a substantial range of hessians, sacks and sacking has been free of all mark-up and restriction, and a large tonnage has entered the United Kingdom annually. In 1967 imports of all jute cloth and bags from India and Pakistan alone amounted to some 45,000 tons. Import of all types of jute goods are estimated to represent about a third of total United Kingdom consumption. At the end of 1964 certain goods of the greatest long-term interest to the Scottish industry, including such items as wide hessians for carpet backing, became subject to a fixed mark-up of 45 per cent on import from India and Pakistan; a further range became subject to mark-up of 35 per cent plus a variable element to take account of fluctuations in raw material prices; while a range of heavy sacks, sacking and certain hessians were returned to private trade free of mark-up*. British users of these types of jute goods which are subject to the mark-up are thus obliged to pay more than the world price for such goods imported from India and Pakistan, though not for other imported jute goods. Remission or refund of mark-up on goods subsequently re-exported is not granted. As a corollary to the jute control system there are quota restrictions on imports of similar goods from other sources, except the Irish Republic. At present this quota stands at 3,000 tons per annum.

The course of the interview

At the outset of the review of these arrangements the Board of Trade issued a notice asking all interested parties to send comments by March 31, 1968. A considerable number of submissions were received, all of which were carefully considered. The Board of Trade subsequently arranged a series of meetings with representatives of manufacturers and employees in the jute industry, of the trade and of major users of jute goods, in the course of which the proposal to replace the Jute Control import arrangements by a quota system was considered. The Governments of our major supplying countries, India, Pakistan and Portugal were also consulted. Not until all interested parties had been consulted and given ample opportunity to present and discuss their views was a decision taken.

The outcome of the review

The Board of Trade is satisfied that the maintenance of employment in the Dundee area (the first objective cited in the Answer in the House of Commons) requires the continuance of a measure of protection for the jute industry, but that this should take the form of quota limitations on imports rather than the continuation of the Jute Control arrangements. In this way it is possible to return all imports of jute goods to private trade, but to limit imports of certain jute goods for use on the domestic market to pre-determined amounts, while making it possible to allow imports to increase in future years in a controlled and acceptable way commensurate with the growth of the British market for different types of jute goods and dependent on the employment position in the Dundee area. The Board is satisfied that it is still necessary to continue for the time being to limit imports of all the goods in the present Jute Control range. Since, however, imports under the quota will be free of mark-up and, if imported from India or Pakistan, for example, also duty-free, the quota system will automatically give British users of jute goods access to limited quantities of such goods at world prices (part of the second objected cited in the answer). In addition, users will have unlimited access to imports for re-export (the rest of the second objective), subject to certain safeguards and with the exception of goods used for packaging. This should make it easier for other sections of British industry to increase their exports of items such as carpets, which contain substantial quantities of jute yarn or jute cloth and also enable our foreign suppliers to have some further access to the United Kingdom market in addition to that provided by the quota for the range of goods in question (the third objective). The Board estimates that overseas suppliers will have opportunities of access to the British market for goods in the present Jute Control range for domestic use and re-exports taken together, of at least 25 per cent more than they had in 1967, and that this increase in imports, most of which will be re-exported in other manufactures, can take place without adverse effects on the level of employment in Dundee. Because increased exports should result, our balance of payments should benefit.

The new quota system thus goes as far as possible towards

(*Continued on next page*)

* Licences are now, and will continue to be, freely granted for imports from all sources (except the Eastern Area) for
Heavy bags and woolpacks of common sacking
Heavy sacking
Common hessian up to 45 in. wide.
All other bags, cloth and yarn will be subject to quota or special licensing arrangements.

REVIEW OF IMPORT ARRANGEMENTS FOR JUTE GOODS, *continued*

satisfying the three stated objectives of the review. The Board is confident that it safeguards employment in Dundee and offers the British jute industry a period of reasonable stability for the planning of its future.

The details of the New Quota system

There will be two quotas, which will be treated separately. One will be uncategorized and cover imports of certain fabrics and bags from EFTA countries. This will be, in effect, a continuance of the present 3,000-ton quota on imports of certain cloth and bags from sources other than India, Pakistan and the Irish Republic. This quota has in practice been almost entirely used for imports of EFTA origin. The other quota will cover imports of certain fabrics, yarn and bags from all other sources (except the Irish Republic and the Eastern Area), and will be sub-divided into four main categories: fabrics up to 99 in. wide; fabrics 100 in. wide and over; yarn; and bags.

The new arrangements will come into force on May 1, 1969, when importation of all jute goods will have reverted to private trade subject to licensing. Until April 30, 1969, the Jute Control and the concomitant quota arrangements will continue in force. This time lag is designed to allow ample time for importers to apply for licences, for licence allocations to be made, and for supplies of goods imported under licence on private account to arrive in this country by the time the Jute Control ceases to trade. In allocating licences, priority will be given to those who have traded in imported goods in the controlled ranges either by buying Indian and Pakistani goods from the Jute Control or by importing under licence from other sources. Licences for any balance of imports permitted under the quota will be allocated in approximately equal proportions to users and to traditional traders in similar goods.

Arrangements for the importation of certain jute goods after May 1, 1969

THE BOARD OF TRADE have issued Notice to Importers No. 1235:

1. The Jute Control in Dundee, which has hitherto been the sole importer of jute yarn and of certain types of jute cloth and bags from India and Pakistan, will be abolished in May next year. The present import arrangements will continue until April 30, 1969. Until that date imports of these goods from India and Pakistan will continue to be channelled through the Jute Control, and the quota for imports of similar types of cloth and bags from sources other than India, Pakistan and the Irish Republic (Notice to Importers No. 1224) will be extended pro rata at 1,000 tons from January 1, 1969, to April 30, 1969. The Jute Control will then cease to operate and importation of all types of jute goods from all sources will thereafter revert to private trade. All jute fabric, yarn and new sacks and bags will, however, continue to be subject to import licensing on the basis set out in paras. 2-6 below.

2. Licences will continue to be given freely without quota limitation for importation of heavy bags and common sacking and for certain plain weave jute fabrics up to 45 in. wide from all sources (except the Eastern Area), and for imports of cloth and bags from the Irish Republic, at present covered by Notices to Importers Nos. 1047, 1086 and 1166 respectively*. Licences will continue to be given for imports of yarn from the Irish Republic and European Free Trade Area countries subject to declaration that the goods satisfy the appropriate origin regulations.

3. Quotas will be established for importation of all other jute goods (i.e. of the types hitherto in the Jute Control's range) from (a) Countries in the European Free Trade Area, and (b) all other sources except the Irish Republic and the Eastern Area). The latter quota will be sub-divided by categories. Details of the quotas and of the specifications covered are given in the attached appendix. The quota year will commence from May 1, 1969.

4. The above two quotas will be treated separately. In allocating licences priority will be given to those firms who have bought yarn, cloth and bags of these specifications from the Jute Control or have imported cloth and bags under the existing quota (which covers importation of such goods from all sources other than India, Pakistan, the Irish Republic and the Eastern Area – Notice to Importers No. 1224 of June 28, 1968) or, in the case of yarn, have imported it from quota countries under licence during the base period defined in para. 5 below. Allocations will not normally be transferable from one quota to another or from one quota category to another.

5. Initial allocations for the first quota year (May 1, 1969, to April 30, 1970) will be based on trade in the different specifications during the 12-month period November 1, 1967, to October 31, 1968. Where the volume of imports permitted under the quota or quota category amounts to the same as or less than total imports and/or purchases from the Jute Control of similar goods in the base period, allocations will be made to applicants *pro rata* to their imports and/or purchases of such goods from the Jute Control in the base period. Where the volume of imports permitted under the quota or quota category exceeds the level of imports and/or purchases from the Jute Control in the base period, allocations will be made to past importers and purchasers from the Jute Control to cover the same quantity of goods falling under the same quota category and sub-category they imported or purchased from the Jute Control in the base period. Any balance of imports permitted under the quota or quota category will be allocated in approximately equal proportions to established traders selling substantial quantities of goods of the same quota category and sub-category to users within the United Kingdom (hereafter referred to as traders) and to processors and manufacturers using substantial quantities of such goods (hereafter referred to as users). Applications for allocations from those who bought from the Jute Control or imported under licence goods of the specifications covered by the new quotas in the base period and from established traders and users (as defined above) of similar goods should be sent to Industries Division I of the Board of Trade, Room 555, 1 Victoria Street, London, S.W.1, to arrive by December 31, 1968. Applicants who wish to safeguard themselves against loss of their applications in transmission should send them by registered post or recorded delivery; all applications will be acknowledged; no applications received after the closing date will be considered. The application should be accompanied by a return showing in the manner set out below the quantity of goods in each of the categories or sub-categories described in the appendix purchased by the applicant from the Jute Control or imported under licence during the base period, and, in the case of traders and users, the quantity of similar goods bought and sold or used in base period.

(i) Precise definition of goods according to category or sub-category and in the case of goods in Category A giving the precise specifications.

(ii) Quantity in square yards and cwts. for cloth, and cwts. for yarn and bags.

(iii) Where imported goods are involved, the date of purchase from the Jute Control/Date and number of import licence.

(iv) In the case of licensed goods the country from which imported.

(v) In the case of traders only, an indication of from where bought and to whom sold, and, in the case of users, from whom bought.

(vi) In the case of those applying for licences in Category A of the global quota, whether or not the applicant would wish to use part of any allocation which may be made to him, for goods subject to either of the *sub*-categories referred to in the appendix.

(vii) The volume of goods in each category in respect of which the applicant would like to have an allocation. In appropriate cases it will be sufficient to say 'as much as possible'.

No applications for licences (as opposed to allocations) should be made at this stage.

6. The Board of Trade will consider these applications and inform applicants of the amount of their allocation in either or both quotas and each category for the coming quota year, by the end of January 1969. Any inquiries will be dealt with by Industries Division I. It will thereafter be open to these traders to make applications to Import Licensing Branch of the Board of Trade for licences for the import of goods to arrive in this country *on or after May* 1, 1969, in the manner described in paras. 7 and 8 below. Any allocations or part of allocations which have not been taken up (see para. 8 below) by December 31, 1969, will automatically be cancelled and be available for allocation to others. There will be no carry-over entitlement from one licensing year to the next.

7. Applications for licences should be made on form ILB/A and be sent to Import Licensing Branch, Board of Trade, 1 Victoria

* A notice will be issued later setting out arrangements for import of goods described in Notices to Importers 1047 and 1086 under open individual licences instead of specific licences as hitherto.

Street, London, S.W.1. Page 1 of the form should be completed. On page 2 the quantity should be stated in square yardage and cwts. for fabrics, in cwts. and numbers for bags and cwts. for yarn and in the case of cloth the precise specification in terms of width, weight per sq. yd., type of weave and thread count per inch should be stated. On page 3 and copies the applicant's name and address, the country of consignment and origin should be entered, but nothing else.

8. Applications for licences should be accompanied by evidence of purchase or placing of contracts and should be accompanied by a covering letter confirming that the purchase or orders covers only material within the definitions given on the application form.

9. **Imports for re-export**

Re-export licences will be granted freely outside the quotas for imports of cloth and bags (and of yarn where appropriate) to arrive in this country on or after May 1, 1969: re-export licences will be issued against undertakings to re-export the goods in the same form, after processing or after *incorporation* in manufactured goods for export. Where the state of the material is changed or it is incorporated in other goods prior to export, one operation and one change of ownership only will normally be permitted. (For example, re-export licences would not be issued for the importation of yarn for weaving into cloth and subsequent making-up into other articles before exportation). Sacks and bags and packaging material used as containers for other articles being exported will not qualify for re-export licences. Where goods imported under an ordinary import licence against the quotas have subsequently been re-exported or incorporated in goods for export, Import Licensing Branch will, on production of satisfactory evidence of export, issue a replacement licence against the appropriate quota for an equivalent quantity of goods of the same specification imported from a source in the same quota area. The re-export facilities will be subject to certain conditions. The importer will be required to supply precise details of specifications of goods involved; re-export licences will only be issued against undertakings by the importer to supply the Board of Trade every three months with a statement of re-exports, to support these statements annually by a certificate by an independent practising accountant and that he understands that the Board of Trade may thereafter require him to allow inspection of his records and physical stocks during whatever period is relevant. The precise undertakings will be set out in the necessary forms which may be obtained from Import Licensing Branch.

10. *The Eastern Area* comprises Albania, Bulgaria, Czechoslovakia, Germany (Soviet Zone), Hungary, North Korea, North Vietnam, the People's Republic of China, the People's Republic of Mongolia, Poland, Rumania, Union of Soviet Socialist Republics. The European Free Trade Area comprises Austria, Denmark (including Greenland and the Faroe Islands), Finland, Norway (including Spitsbergen), Portugal (including the Azores and Madeira), Sweden, Switzerland and Liechtenstein) and the Channel Islands.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

APPENDIX

I Quota for imports from the European Free Trade Area

3,000 tons

available for

(i) Woven jute fabrics falling in tariff heading 57.10, wholly or mainly of jute of any weight or weave exceeding 18 in. in width

other than Common sacking as defined at footnote 1 and plain weave fabrics not more than 45 in. in width as defined at footnote 2 below

(ii) New sacks and bags and woolpacks, falling within tariff heading 62.03, wholly or mainly of jute

other than Heavy bags and woolpacks as defined at footnote 3 below

II Quota for imports from all other sources (except the Irish Republic and the Eastern Area)

CATEGORY A

Woven fabrics falling within tariff heading 57.10 wholly or mainly of jute of any weight or weave exceeding 18 in. in width up to and including 99 in. in width

other than Common sacking as defined in footnote 1 below and plain weave fabrics not more than 45 in. in width as defined in footnote 2 below

13,700,000 sq. yds.

of which **For cloth up to and including 72 in. wide**

other than Plain weave fabric over 45 in. wide up to 72 in. wide, weighing not less than 6½ oz. and not more than 9¼ oz. per sq. yd., having not more than 13 single yarns per inch in the warp and not more than 12 single yarns per inch in the weft

Not more than 2,150,000 sq. yds.

and

of which **For cloth 73 in.-99 in. wide**

Not more than 320,000 sq. yds.

CATEGORY B

Woven fabrics falling within tariff headings 57.10 wholly or mainly of jute of any weight or weave of a width 100 in. or more

3,500,000 sq. yds.

CATEGORY C

Yarns wholly or mainly of jute falling within tariff heading 57.06

500 tons

CATEGORY D

New sacks and bags and woolpacks, falling within tariff heading 62.03 wholly or mainly of jute

other than Heavy bags and woolpacks as defined at footnote 3 below

50 tons

FOOTNOTES:

1. *Common sacking.* Fabrics weighing not less than 16 oz. per square yard and having *either* a warp of pairs of single yarns not exceeding 13 pairs to the inch and a weft of single yarns not exceeding 9 to the inch, *or* a warp of single yarns not exceeding 13 to the inch and a weft of pairs of single yarns not exceeding 9 pairs to the inch, but not single threads both warp and weft.
2. Plain weave fabrics, not more than 45 in. in width, weighing not less than 6½ oz. and not more than 9¼ oz. per square yard, having not more than 13 single yarns per inch in the warp and not more than 12 single yarns per inch in the weft.
3. Heavy bags of common sacking fabric, weighing not less than 16 ozs. per square yard and having *either* a warp of pairs of single yarns not exceeding 13 pairs to the inch and a weft of single yarns not exceeding 9 to the inch *or* a warp of single yarns not exceeding 13 to the inch and a weft of pairs of single yarns not exceeding 9 pairs to the inch, but not single threads both warp and weft; and woolpacks being receptacles consisting of four side panels and a bottom panel assembled by sewing, and a top panel secured along one edge only, weighing not less than 8 lbs. and not more than 11½ lbs. per pack, made of fabric having a warp of pairs of single yarns not exceeding 9 pairs to the inch and a weft of single yarns not exceeding 9 to the inch or a warp of single yarns not exceeding 9 to the inch and a weft of pairs of single yarns not exceeding 9 pairs to the inch.

The Import Duty Drawbacks (No. 10) Order, 1968

THE TREASURY has made the Import Duty Drawbacks (No. 10) Order, 1968.

This Order:

(1) consolidates all existing provisions for the allowance of drawback of import duty under the Import Duties Act 1958 and, in addition –

(2) provides that there shall continue to be drawback import duty in respect of certain glass parts of cathode ray tubes, notwithstanding their reclassification in a tariff heading (70.21) which would otherwise render them ineligible for drawback;

(3) amends the provisions for the allowance of drawback of import duty on rolls of electrosensitive recording paper so that the drawback is related to the total quantity of paper exported and not to the paper content of each roll;

(4) revokes the provisions for the allowance of drawback of import duty on handbags manufactured from imported leather; and

(5) revokes the existing fixed rates of drawback of import duty in respect of photographic film and prepared film base and provides for drawback to be related to the duty paid on the imported film base actually used in the manufacture of the exported goods.

The Order came into operation on December 5.

Copies of the Order are obtainable direct from HMSO.

The Import Duties (General) (No. 12) Order, 1968

THE TREASURY has made the Import Duties (General) (No. 12) Order, 1968.

Following a Classification Opinion of the Customs Co-operation Council, certain parts of glass envelopes for cathode ray tubes, hitherto classified in sub-heading 85.21(B) of the customs tariff, now become classifiable under heading 70.21. This Order introduces a new sub-heading in that heading for the parts concerned, and prescribes the same rate of import duty (20 per cent *ad valorem*, full rate) as that chargeable on the parts when classified in sub-heading 85.21(B).

The Order came into operation on December 5, 1968, and has been published as Statutory Instruments 1968 No. 188.

Copies of the Order are obtainable direct from HMSO.

Investment grants claims

CLAIMS FOR investment grant on eligible expenditure incurred during the second quarter of 1968 will be accepted by Investment Grants Offices on and after January 1, 1969. Payment of grant on claims relating to expenditure incurred during the first quarter of 1968 will begin on the same day.

The addresses of the offices are:

Colman House,
Victoria Avenue,
Southend-on-Sea,
Essex.
Tel. (0702) 41341 and 41362. Telex 99288.

24/26 Newport Road,
Cardiff,
CF2 1SY.
Tel. (0222) 42611. Telex 49538.

St. Peter's House,
Stanley Precinct,
Bootle,
Lancs.
L20 3LZ.
Tel. 051-922 4030. Telex 627162.

Queensway House,
West Precinct,
Town Centre,
Billingham,
Teesside.
Tel. (0642) 53677. Telex 58608.

Magnet House,
Waterloo Street,
Glasgow, C.2.
Tel. 041-221 9833. Telex 77583.

Consideration of mergers by the Board of Trade

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following three proposed mergers to the Monopolies Commission under the provisions of that Act:

(1) GKN Sankey Ltd. and Chubb-Pyrene Ltd. (bumper manufacturing interests).

(2) Thomas Bond Worth & Sons Ltd. and Gainsborough Distributors Ltd.

(3) Amalgamated Investment and Property Co. Ltd. and Western Ground Rents Ltd.

Export List, 1969

A REVISED EDITION of the Export List, which sets out the classified descriptions under which goods produced or manufactured in the United Kingdom or the Channel Islands are to be entered with the customs when exported, is being published for use on and after December 27, 1968.

Copies of the List may be obtained direct from HMSO or through any bookseller, price 16s. 6d. Exporters and Agents are advised to place immediate orders.

Statistical Classification for Imported Goods and for Re-exported Goods, 1969

A REVISED EDITION of the 'Statistical Classification for Imported Goods and for Re-exported Goods' is being issued for use on and after January 1, 1969 for the guidance of users of the statistics (and may be obtained direct from HMSO, or through any bookseller, price 14s. 6d.). This classification sets out the descriptions (and the related code numbers) under which goods imported into, or re-exported from, the United Kingdom or the Channel Islands are classified for the purposes of the published external trade statistics.

All information about statistical requirements on import entries, the forms to be used, etc., is contained in HM Customs and Excise Tariff.

Mintech and the research associations

MR. GERALD FOWLER, Joint Parliamentary Secretary, Ministry of Technology, speaking at the 21st anniversary of the British Hydromechanics Research Association, at the Guildhall, London, on November 26, said: 'We have pursued a policy of encouraging Research Associations to amalgamate and, in cases where amalgamation has clearly been some years off, we have taken steps to ensure that groups of RAs working in similar or related industries co-ordinate and integrate their programmes. We have encouraged closer relations between RAs and universities, and between RAs and Government establishments. Excluding for the time being the organization serving the coal utilization interests, and counting only those co-operative bodies grant-aided by the Ministry, we have 43 RAs. In the year 1967, two of these RAs had an annual income of greater than £1 million, three greater than £½ million, 27 an income between £½ million and £100,000 and 10 below £100,000. These RAs, employing some 1,800 graduates, have a total income of about £13 million per annum and serve industries responsible for about 55 per cent of the economy's industrial production. They have about 19,000 members in total.

'The total grant of all types to RAs has now reached £4 million annually. In addition, some £750,000 is placed as contracts with RAs by various branches of the Ministry.'

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 High Holborn, London, W.C.1; 13A Castle St., Edinburgh 2; Brazennose St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 7-11 Linenhall St., Belfast 1; or through any bookseller.

Productivity agreements referred to PIB

THE GOVERNMENT, November 26, referred to the National Board for Prices and Incomes the general question of productivity agreements. Since the Board reported on this subject in June 1967 (Cmnd 3311) a number of developments have taken place and new problems have emerged.

In the light of experience gained in operating the policy the Board has been asked to examine:

(1) the relationship of improvements in productivity to pay structures,
(2) the implications of productivity bargaining for costs, prices and profits, and
(3) the evaluation of producity agreements with particular reference to:
  (a) the potentialities and problems of industry-wide and company-wide productivity framework agreements,
  (b) the implication of productivity measurement and agreements to clerical and other non-manual work,
  (c) the potentialities and problems of partial agreements covering only certain workers or some issues, and
  (d) the renewal and later development of existing agreements.

Prolongation of Dragon reactor project

CONTINUATION of the OECD Dragon High Temperature Reactor Project at Winfrith, Dorset, to March 31, 1970, was assured on November 26 when representatives of the United Kingdom, Euratom, Austria, Denmark, Norway, Sweden and Switzerland signed a prolongation agreement in London increasing the overall budget of the project since its establishment in April 1959 to £31 million, and outlining a new programme.

Agreement in principle on the extension was in fact reached last July. The agreement includes a provision that signatories will consult together regarding a further possible extension beyond March 31, 1970. It is agreed that this question shall be determined not later than September 30, 1969.

Birmingham mission to Argentina and Brazil

THE BIRMINGHAM Chamber of Commerce and Industry is organizing a selling mission to Argentina and Brazil. Already a number of member firms, representing a wide cross-section of Midlands industry, have indicated their intention to take part. Whilst the majority of the mission's members will be directing their efforts to a straightforward 'hard-sell' of their company's merchandise, some will be considering the negotiation of licensing or royalty agreements with local South American industrialists.

The mission, originally planned to take place this year was deferred until after the Royal visit at the request of the authorities in Brazil and Argentina, will now leave Birmingham on May 18 for Buenos Aires and will travel to Brazil on May 24, 1969.

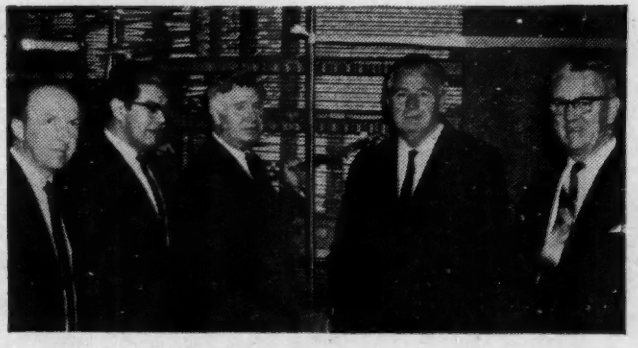
Yugoslav food production specialists visit British firms

A TRADING MISSION of 14 leading Yugoslav agricultural and food production specialists arrived in Britain on December 2 to spend a fortnight studying British equipment and livestock with a view to purchase.

The mssion is sponsored by the British National Export Council in co-operation with the Agricultural Engineering Association, the Food Machinery Association and the British Agricultural Export Council. It is being led by Mr. Djordje Gvozdenovic, President of the Economic Council of the Yugoslav province of Vojvodina and adviser to Yugoslav agricultural groups.

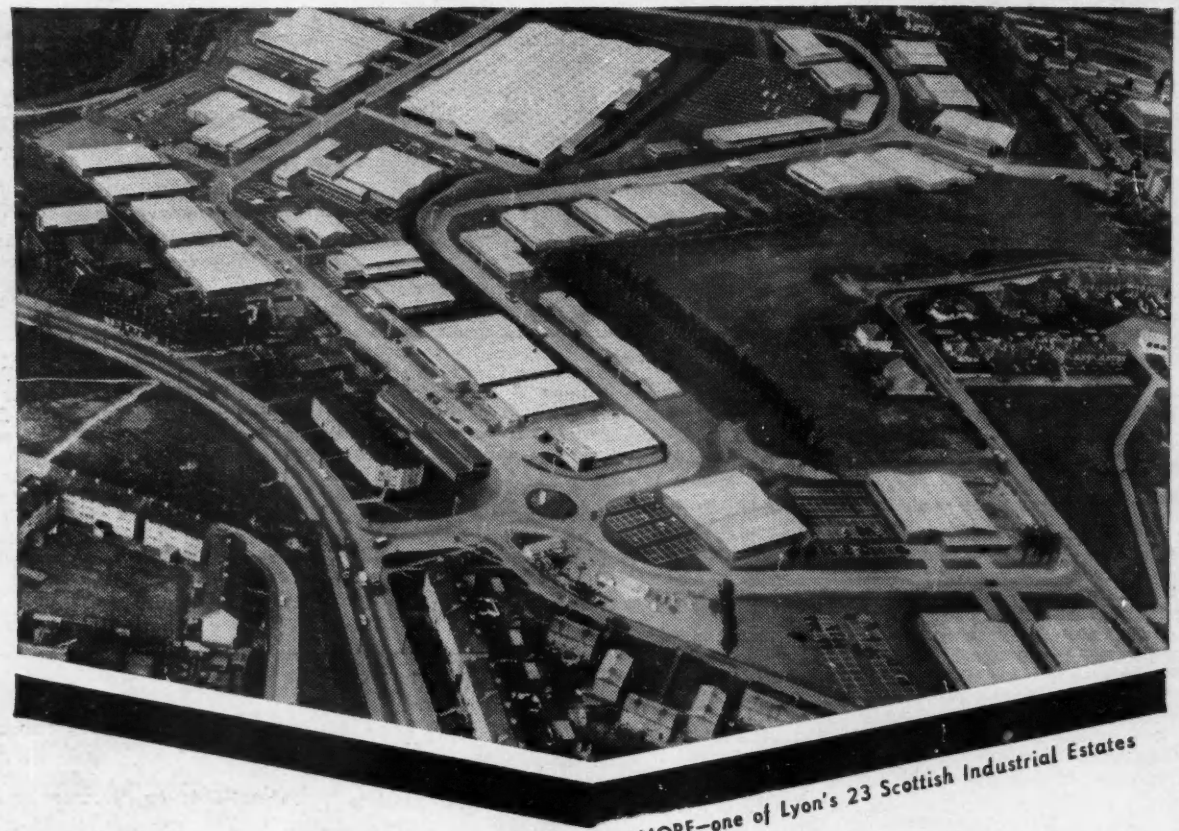
The mission is visiting firms and installations in many parts of the United Kingdom including Kings Lynn, Birmingham, Peterborough, Cheltenham and Warminster. Lord Brown, Minister of State, Board of Trade, was their host at a reception on December 4.

MAYORS AND MISSIONS



During a visit to Europe the deputy mayor of Los Angeles, Mr. Joseph M. Quinn (centre), called in at English Electric's works at Stafford to inspect transformers being manufactured for the Los Angeles Department of Water and Power. Seven 160 MVA transformers, worth £600,000, are on order and two have already been delivered. Also in the picture, from the left, are Mr. R. D. Jones, contracts manager of English Electric Power Transformers Ltd., Mr. Edward Palomino, United Kingdom representative of the Los Angeles Department of Water and Power, Mr. John Quinn, brother of the deputy mayor, and Mr. F. A. Merrick, manager of English Electric Power Transformers Ltd.

The Lord Mayor of Manchester, Alderman Harold Stockdale, was presented with a walnut plaque from the Mayor and city of Greenville, South Carolina, United States, on November 25. The presentation was carried out by Mr. Hugh Wyn Griffith, director of Shirley Developments Limited, Manchester, and leader of the recent group of British manufacturers of textile control and processing equipment which has just toured the United States as part of a sales mission sponsored by the British National Export Council. In telling the Lord Mayor about the mission Mr. Wyn Griffith said: 'We had a very friendly reception from the Mayor and people of Greenville, South Carolina who much appreciated the gesture of the Lord Mayor of Manchester in sending them formal greetings on the occasion of the Southern Textile Exposition. This, coupled with the excellent preparation by the staff of the British Consulate General in Atlanta, Georgia helped us to stay in the public eye while we were in Greenville despite the many foreign competitors who were also at the exhibition. It is too early to judge the direct financial return from the sales mission – the members are meeting in Manchester on Tuesday, December 3, to discuss the results and future plans – but I know that all who participated benefited immensely. In fact one member of the mission has had so many inquiries to deal with that he has not yet returned to England.'



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New factory for Londonderry

MR. BRIAN FAULKNER, Minister of Commerce, Northern Ireland, has announced that the Ministry has agreed to provide a factory of approximately 200,000 square feet at Maydown Industrial Estate, Londonderry, for William Hutchinson (Yarns) Ltd., of Bradford.

The factory will be used for the processing, texturizing and dyeing of synthetic yarns. Employment will be provided within three years for 580 people, of whom 400 will be men.

Mr. Faulkner said that in addition negotiations had been concluded for new projects in the Londonderry area which would provide some 1,600 new jobs, 900 of which will be for men.

Hartlepool factory occupied

THE NORTHERN Regional Office of the Board of Trade, and the English Industrial Estates Corporation have announced that the 15,000 sq. ft. advance factory on the Hartlepool Industrial Estate is to be occupied by Rydgeway Plastics Limited. The firm, whose headquarters are at Basildon in Essex, are engaged in the manufacture of glass reinforced plastic mouldings.

When the new unit is in full production the company expect to employ between 60 and 80 men.

First of Pren Group's two new Welsh factories opened

THE FIRST of two new factories in Wales for the recently formed Pren Group of companies was visited on November 29, by Mr. George Thomas, the Secretary of State for Wales, when he opened the new Vauxhall Industrial Estate at Johnstown, near Wrexham, Denbighshire.

The plant visited by the Minister, already occupied and in production, is the Pren Group's new fabrication factory. A second treatments factory will be ready for occupation on the site by the end of the year.

Bakers' sundries factory to be built at Kirkintilloch

A FACTORY to manufacture bakers' sundries is to be built by Butler Buildings (UK) Ltd. at Woodilea Industrial Estate, Kirkintilloch.

Costing over £43,000, the 13,500 sq. ft. factory has been specially designed by Butlers for Watson & Philip Ltd., who will be leaving their existing premises at Anniesland, Glasgow, in May 1969, to allow for expansion. By June next year over 50 men and women will be producing a wide range of bakers' sundries including jams, cake mixtures, cornflower, jelly crystals, chocolate cups and Easter eggs.

Aero Zipp opens another factory at Treforest Industrial Estate

MR. IFOR DAVIES, Parliamentary Under Secretary of State for Wales, opened the new Aero Zipp factory at the Treforest Industrial Estate on December 2. This adds a further 60,000 square feet to the company's existing 245,000 square feet of factory space at the Treforest Estate.

How the artist sees the new £1¼ million Lyon Industrial Estate at Paisley on a site adjacent to Abbotsinch Airport. Some 30 units, covering some 310,000 sq. ft. of factory, warehouse and office accommodation in units of 5,000 sq. ft. upwards, are to be constructed on the 16-acre site. Construction is expected to start early next year and the development will be completed within two years. The new estate is the 24th industrial estate to be developed by the Lyon Group in Scotland. Lyon began its operations north of the border in March 1966 and, in this time, has handed over 30 new factories, has another 42 under contract and a further 130 in the pipeline.

A. Schrader's Son, Division of Scovill Manufacturing Co., recently held one of their technical sales training courses at their Cannock works. The courses are to give representatives of the stockists and agents a much closer understanding of Schrader fluid power products and their application in all types of pneumatic circuitry. Among those attending were representatives from Schrader agents in Germany and Sweden.

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room D.74, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

Aviation and Shipping

Air Corporation Board appointments

MR. ANTHONY CROSLAND, President of the Board of Trade, has appointed Mr. C. E. M. Hardie, CBE, as part-time chairman of BOAC from January 1, 1969 to succeed Sir Giles Guthrie, OBE, DSC, who leaves at the end of December. Mr. Hardie has also been appointed as part-time member of the board of BEA from the same date, in succession to Sir Giles Guthrie.

The President has also re-appointed Mr. G. R. Chetwynd as part-time member of the board of BEA from January 1, 1969 and Mr. A. C. Ping and Mrs. Alison Munro, CBE, as part-time members of the board of BEA from December 3, 1968 to January 1, 1969 respectively.

Notes:

The President announced in the House of Commons on May 29 that, pending the report of the Edwards Committee, appointments to the boards of both Air Corporations would be confined to the period up to December 31, 1969. Accordingly the above appointments are confined to the same period.

Mr. Hardie has been part-time deputy chairman of BOAC since April 3, 1964. Mr. A. C. Ping has been a part-time member of the BEA board since September 1, 1949. Mr. G. R. Chetwynd and Mrs. Alison Munro have been members of the boards of BOAC and BEA respectively since January 1, 1966.

Sir Anthony Milward, CBE, chairman of BEA, is also a member of the BOAC board.

When Mr. Hardie becomes part-time chairman of BOAC, Mr. K. Granville, CBE, will be appointed by the Corporation as managing director, retaining his position as full-time deputy chairman. Mr. Granville has been a member of the BOAC board since January 13, 1959 and a deputy chairman since April 3, 1964.

Heathrow noise insulation grants scheme

MR. WILLIAM RODGERS, Minister of State, Board of Trade, announced on November 28 improvements in the grants by the British Airports Authority towards the cost of insulating dwellings against aircaft noise in the area most seriously affected around Heathrow Airport.

Since 1966 the British Airports Authority has made grants in respect of specified noise insulation work – in particular double glazing of windows – carried out by owners and tenants in the Hearthrow area. From December 2 the rate of grants is increased from 50 per cent to 60 per cent of the cost of approved work, and the maximum amount of grant from £100 to £150. The closing date for application is extended by two years, to the end of 1972; and minor changes are made in the specification for durable glazing, to give more flexibility of design.

The Noise Insulation Grants Scheme was introduced 2½ years ago, in April 1966. It recognizes that good noise insulation is provided by an ordinary 9 in. brick wall, but that in most dwellings a lot of the benefit of this insulation is lost through openings such as windows. The provision of suitably designed double glazing normally effects a big improvement. The insulation measures specified under the scheme cover the installation of suitable double windows and also mechanical ventilation since rooms which are tightly sealed for long periods are unhealthy and can be dangerous. Up to September 30, 1968 2,207 homes had been insulated under the existing scheme, or work was in progress. During the past year the Board of Trade, in consultation with the British Airports Authority, and with the help of the Building Research Station and the local authorities concerned, has been reviewing the operation of the scheme, and examining suggestions for its improvement. The present changes are the outcome of this review.

Copies of The London (Heathrow) Airport Noise Insulation Grant (Amendment) Scheme, 1968 (SI 1968 No. 1842) are available from HMSO, 49 High Holborn, London, W.C.2, and branches, price 9d., or by post, price 1s. 1d., from HMSO, PO Box 569, London, S.E.1.

Notes:

Details of the original scheme, which was introduced in April 1966, are given in SI 1966 No. 424. The above announcement amends this Statutory Instrument.

The improved grants will apply in the same areas as hitherto. These are –

In the London Borough of Hillingdon: South Ward, and so much of Hayes Ward as lies south of the Reading-London railway line.

In the London Borough of Hounslow: East Bedfont, Feltham North, Hounslow West, Hounslow Central, Hounslow South, Hounslow Heath, Cranford, Heston West, Heston East, Spring Grove and Isleworth South Wards.

In Eton Rural District: the parishes of Horton, Datchet and Wraysbury and so much of the parish of Iver as lies south of the Reading-London railway line.

In Staines Urban District: Staines and Stanwell Wards.

In the Borough of Slough: Langley Ward.

Full details of the scheme, and addresses to which applications should be made, may be obtained from the British Airports Authority, 2 Buckingham Gate, London, S.W.1.

Revised merchant shipping medical scales

THE BOARD OF TRADE has published revised Merchant Shipping Medical Scales in accordance with the provisions of Section 200 of the Merchant Shipping Act, 1894. The new scales supercede those at present laid down in the Merchant Shipping Medical Scales Order, 1953 (SI 1953 No. 998) as amended, and will come into operation on January 1, 1969.

Details of the new scales are set out in Board of Trade Notice No. M545, obtainable free of charge from any Mercantile Marine Office of the Board of Trade.

Copies of the Merchant Shipping Medical Scales may be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches, or by post from HMSO, PO Box 569, London, S.E.1 (price 6s., or 6s. 4d. by post).

Oral evidence to Commission on Third London Airport

AT ITS FIFTH public hearing today (December 6), the Commission will take oral evidence during the morning on the implications of air traffic control in relation to the third London Airport. Representatives of the National Air Traffic Control Services will give evidence, which will include an illustrated presentation of route patterns and associated air space requirements.

The hearing will be in the City Temple Hall, entrance in Shoe Lane, London, E.C.4.

A full transcript will be taken, of which copies can be purchased from Messrs. Cherer & Co., 34 Essex Street, Strand, London, W.C.2.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 *individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House,* 35 *Old Bailey, London, E.C.*4 (*Tel.* 01-248 5757, *Ext.* 7146).

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

TUESDAY, NOVEMBER 26

Exports to South America

Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, was asked to estimate what expansion of trade and industrial benefits would arise from recent developments in British relations with South America. She replied: 'Our exports to South America increased by 35 per cent in the first nine months of this year compared with the equivalent period of 1967, and I look to a continuation of the favourable trend.'

Investment grants

Answering a request for the total cost of investment grants per annum, Mr. Edmund Dell, Minister of State, Board of Trade, said some £315 million was paid on investment grants in the financial year 1967/68. The current estimate for 1968/69 was £380 million (H.C. 126 of February 21, 1968).

Exports since devaluation

Mr. Dell told a Member who asked for the dollar earning capacity of exports to date since devaluation, compared to the previous similar period before devaluation, that compared with a year earlier, the rise was 1½ per cent for the period December 1967 to October 1968. However, exports had risen strongly this year, and for the last three months the rate in terms of dollars was 8 per cent higher than for the second and third quarters last year, before devaluation and the dock strikes.

Rate of investment

'Forecasts recently provided by businessmen indicated that the volume of manufacturing industry's investment will rise in 1969 to a level 10 to 15 per cent higher than in 1968,' said Mr. Dell when asked when and by how much, he estimated that the rate of manufacturing investment would increase.

Imports of timber, paper and plup

Mr. Dell was asked to estimate the value of timber and processed timber, including pulp and paper, imported in 1968. He said that he preferred not to venture an estimate for 1968 as a whole, but statistics available for the first nine months showed imports of these products to have been about £475 million.

Customs Duties (Dumping and Subsidies) Amendment Act

A Member inquired which were the two applications received for the imposition of a provisional charge under the Customs Duties (Dumping and Subsidies) Amendment Act 1968. 'Rape seed imported mainly from East Germany and Poland and low-density polyethylene imported from France, Italy, the Netherlands and the United States,' said Mr. Dell.

Import deposits debate

The debate on import deposits is given in *Hansard* (cols. 203-268).

WEDNESDAY, NOVEMBER 27

Trade with Latin America

Answering one of several questions on the increase of trade with Latin American countries, Mrs. Dunwoody said during the 12 months from October 1966 to September 1967, exports and re-exports to Latin America increased by 14.2 per cent from £155 million to £177 million, and imports increased by 5.6 per cent from £285 million to £301 million. During the 12 months to September 1968, exports and re-exports increased by a further 14.7 per cent to £203 million, and imports fell by 1.3 per cent to £297 million.

'All the normal export promotion facilities are available for Latin America and both the official services and the British National Export Council actively promote business there,' added Mrs. Dunwoody.

A further inquiry was made on special arrangements to increase British exports to Chile, and Mrs. Dunwoody answered that Chile was one of the important targets in Latin America, and British exporters were being especially encouraged to seek orders

(*Continued on next page*)

Parliamentary Answers on aviation and shipping

Below are a number of Parliamentary Answers relating to the aviation and shipping industries.

WEDNESDAY, NOVEMBER 27

Government aid to air corporations

In answer to a question on the amount of financial assistance made respectively to BOAC and BEA under the terms of the Civil Aviation Act 1946; by way of writing-off of debt; by way of the adjustment of capital; and by way of payment for the operation of certain aircraft, Lord Beswick said: 'Grants under the Civil Aviation Act 1946 amounted to £32 million to BOAC and £16 million to BEA. BOAC was permitted under the Air Corporations Act 1966 to reduce their permanent capital by £110 million which enabled them to write off an accumulated deficit of £82½ million and to set up a reserve of £27½ million.'

Airbus

In answer to requests to make a statement on the development of the A300 Airbus, Mr. Anthony Wedgwood Benn, Minister of Technology, said that reports had just been received from the airframe and engine contractors on the further study work carried out at the request of Ministers since July. Revised cost estimates had also recently been submitted. Negotiations with airlines were also in hand. Ministers from the three countries would meet again as soon as the new reports had been fully evaluated and airlines had expressed their views.

Concorde project

Mr. Wedgwood Benn was asked to make a statement on the programme of the Concorde project. He said: 'Manufacture of the prototype aircraft is now complete and first flight is expected early in the new year. Manufacture of the two pre-production aircraft and of the static test specimen is well advanced and work has started on the fatigue test specimen and on the first three production aircraft.

MONDAY, DECEMBER 2

Turnhouse Airport

A Member asked why the President had not yet announced the results of his study of the agreement reached early this year between his department and the British Airports Authority on the terms of transfer of Turnhouse Airport, Edinburgh; and when he plans to do so. Mr. Rodgers said: 'The agreement embraced plans for major development works estimated to cost upwards of £8 million and I have felt obliged to give these a particularly close scrutiny in order to be quite satisfied that public expenditure of this order is justified. An announcement will be made as soon as possible.

Bill for shipbuilding industry credit

A Bill to enable the Ministry of Technology to increase the amount of credit available to British ship owners under the Shipbuilding Industry Act 1967 was presented to Parliament on December 2: (HMSO, price 1s. 9d., by post 2s. 1d.).

Three stamps mark the first successful flight of the prototype Concorde now being prepared at Toulouse, France, will be put on sale as soon as possible after flight, which is likely to be in January. The values of the stamps will be 4d., 9d. (as shown here) and 1s. 6d. The stamps are printed in photogravure by Messrs. Harrison and Sons Ltd. All will have phosphor lines. The 4d. stamp was designed by Michael and Sylvia Goaman; the 9d. and 1s. 6d. by David Gentleman.

PARLIAMENTARY ANSWERS, *continued*

there. A group of British merchant banks, with the support of ECGD, had recently signed an agreement with the Chilean Development Corporation for a £4 million line of credit to be used for the purchase of capital goods and associated services from the United Kingdom.

In reply to a similar question about Brazil, Mrs. Dunwoody said: 'Brazil is one of the important targets in Latin America and British exporters are being especially encouraged to seek orders there. My rt. Hon. Friend will be opening a major British Industrial Exhibition in Sao Paulo next March. Very large loans and lines of credit have recently been made available by British banks with the support of ECGD for exports to Brazil.'

Offices appointed by the President

Asked how many paid offices were within his official patronage; what were the maximum and minimum salaries involved; and what were the comparable figures for 1958, Mr. Anthony Crosland, President of the Board of Trade, said: 'I assume that the hon. Member has in mind paid offices outside the Civil Service. The number of such offices to which I make appointments is 105. Salaries range from £15,000 to £500 per annum, while the holders of a few of these offices are remunerated by fees of £10 10s. to £18 18s. per session. Because of changes in the allocation of responsibilities to particular Departments since 1958 it would be impracticable to provide comparable figures for that year.'

Metric system

A Member who asked for a statement as to HM Government's intentions regarding the statutory enforcement of a system of metricated measurement, was told by Dr. Jeremy Bray, Joint Parliamentary Secretary, Ministry of Technology, that general statutory enforcement of metric measurement was not intended.

Frozen fish fillets

The President was asked to make a statement regarding his discussions with the European Free Trade Association Council of Ministers in Vienna upon the subject of imports of frozen fish fillets. He replied that imports of frozen fish fillets were discussed at some length at the EFTA Ministerial Meeting in Vienna last week, and he also had informal talks separately with the Danish and Norwegian Ministers. These discussions were useful and contributed to a clearer appreciation of our difficulties by our partners in EFTA. He had made it clear that the 10 per cent duty recently reimposed by the United Kingdom on imports from EFTA sources would remain in force for the present. It was agreed that the representatives of the countries directly concerned should meet again in February or March 1969 to renew their efforts to find a mutually acceptable solution to the problem.

Estimated increase in imports

A Member who asked what estimate had been made of the increase in imports for each extra £ million increase in consumption, was told by Mr. Dell that in the input-output analysis for 1963, published in *Economic Trends* in August this year, it was estimated that imports of goods and services accounted for about 17 per cent of personal expenditure at market prices. It was not possible to say to what extent this overall proportion may apply to changes in personal expenditure at any one time.

Contracts with Ethiopia

A Member asked what contracts involving British firms, for which foreign exchange payments had been sanctioned, had been affected by the retroactive legislation passed by the Ethiopian Government which denied the rights of arbitration procedure allowed for in contracts. Mrs. Dunwoody said: 'We understand from inquiries made by our Embassy in Ethiopia that this legislation has been repealed and that publication of this and other changes in the Civil Code will be made later in the *Official Gazette*. So far as we know only one contract involving a British firm was concerned, and in that case, even before repeal, we understood that an undertaking had been given not to apply the legislation retrospectively.'

THURSDAY, NOVEMBER 28

Imports of beef

Asked what amount of beef from Argentina and Uruguay it was proposed to allow into this country during the next three months, Mrs. Dunwoody said there were no quantitative restrictions on imports of beef from these countries.

Import deposits

The debate on the Customs (Import Deposits) Bill is reported in *Hansard*, Cols. 749-884.

FRIDAY, NOVEMBER 29

Advertising industry debate

Mrs. Dunwoody replied for the Government in the adjournment debate on the advertising industry. (*Hansard* cols. 991-1002).

International copyrights

In answer to a question on the safeguarding of international copyright, Mr. Dell said the Government had no present intention of accepting the Protocol to the Berne Convention as revised in Stockholm last year. Mr. Dell continued: 'This Protocol allows such developing countries as are members of the Convention to grant a much lower standard of copyright protection than is demanded by the Convention itself. We are taking part in international discussions aimed at clarifying the position as it now stands. This position is somewhat confused partly because of this Protocol and partly because there are now two separate international Conventions, the Berne and Universal Conventions. These have different but overlapping membership, different Secretariats and widely different standards.'

Import deposits

Mr. Dell told a Member who asked when he would answer the letter dated Monday, November 25 from the Leather Importers, Factors and Merchants Association, concerning the problems raised for the industry by the 50 per cent prior import deposit, that the Association had been told that their representations were receiving careful consideration.

Unsolicited goods

Mrs. Dunwoody was asked to introduce legislation to enact that any unsolicited goods sent shall be deemed to be an unconditional gift to the recipient who may dispose of them as he wishes. She answered that under the law as it stood, the recipient of unsolicited goods was under no obligation either to pay for them or to return them. 'I am considering whether there are any additional safeguards which would be practicable and which would not cause injustice, for example to traders who misdirect goods in error,' said Mrs. Dunwoody.

Exclusion clauses

Legislation to prevent clauses in contracts between suppliers and citizens by which the protections in the Sale of Goods Act 1893 are excluded, was suggested by a Member. Mrs. Dunwoody replied that the Law Commissions were considering the question of exclusion clauses, and the Board of Trade intended to await the interim report which they hoped to submit during the first half of next year.

MONDAY, DECEMBER 2

GATT working party on import deposits

Replying to a Member who asked when the President expected to receive the communication from the General Agreement on Tariffs and Trade regarding their acceptance of the proposals in the Customs (Import Deposits) Bill so far as they affect that Agreement, Mr. Dell said a GATT Working Party had been set up to examine the import deposit scheme and study its implications; this Working Party was to submit its first report to the GATT Council by January 21 next year, and to continue to be available as necessary.

Aluminium smelters

A Member asked what information [illegible]n received from international organiz[illegible] garding the capacity of each of the a[illegible]m smelters completed within the past two years or now under construction in other countries. Mr. Dell answered that according to information collected by the Board of Trade from various international sources, seven new reduction plans with individual initial capacities ranging from 10,000 tons to 103,000 tons and with an average initial capacity of 59,100 tons had commenced production since January 1966.

A further 31 new plants outside the United Kingdom, with expected individual initial capacities ranging from 20,000 tons to 127,000 tons and with an average initial capacity of 55,600 tons, were scheduled to commence production before the end of 1972.

Insurance regulations

Asked to amend the Insurance Companies (Accounts and Forms) Regulations 1968 (SI, 1968, No. 1408), to include analysis of premiums as between Scotland and the rest of the United Kingdom, Mr. Dell replied: 'The annual statistics of Insurance Business published by the Board of Trade show separately the premiums received by insurance companies established in Scotland. I do not, therefore, think it would be right to impose on insurance companies, both in Scotland and elsewhere, the additional work involved in the Hon. Member's suggestion.'

Wyedean Tourist Board

Answering a Member who asked what action he proposed, following the recent devolution of functions in the tourist field, to ensure that the Wyedean Tourist Board straddling Wales and England is not adversely affected, Mr. William Rodgers, Minister of State, Board of Trade, said the proposals for legislation described on November 13 would in no way adversely affect the Wyedean Tourist Board or any other regional or area association. The proposed statutory boards may well help the further development of such associations.

New Books

Monopolies and Restrictive Practices, by Valentine Korah. (256 pages. Penguin Books. 7s. 6d.) In this book Mr. Korah, Reader in English Law at University College, London, analyses the legislation under which the acquisition and use of market power is controlled in the United Kingdom. After an introductory chapter which deals briefly with the economics of competition and monopoly, outlines United Kingdom legislation and provides and "excursus" on costs, the main sections of the book deal with the Monopolies Commission and mergers, the registration of agreements and investigations by the Restrictive Practices Court, and resale price maintenance. A short concluding chapter comments on justiciability, on the scope of United Kingdom laws, and on the implications of movements towards the reduction of world tariffs for industrialists. The book is published in a new Penguin Series, *Foundations of Law,* directed at students. It contains a glossary, questions are appended to each chapter, and there is a brief further reading list. An apendix includes extracts from relevant statutes, and a note on the Restrictive Practices Bill 1968, which became an Act after this book went to press; readers should note that, as the author foresaw in the postcript to his preface, clauses from 11 upwards in the Bill appear in the Act as Sections 12 upwards. Within the chapters dealing with the Monopolies Commission and mergers, three Monopolies Commission reports – on the supply and processing of colour film, the merger between Guest Keen & Nettlefolds Ltd. and Birfields Ltd., and on the transfer of *The Times* to the Thomson organization – are the subject of a detailed scrutiny. (There is a small error on page 96 in the section on *The Times* report, where it is stated that that reference is the only one which has been made under Section 8 of the Monopolies and Mergers Act, 1965. In fact, as is correctly stated on page 83, there have been two – the other being the proposed transfer of newspapers owned by Crusha & Son Ltd. to Thomson Newspapers Ltd.) G. C. Allen's recently published book with an identical title was reviewed in the *Board of Trade Journal,* November 22, 1968, page 1396. In Professor Allen's book the economic aspects of the subject are emphasized while Mr. Korah's concern is primarily with the legal aspects.

Advertising: the Marketing Approach, by Michael C. Paine. (134 pages. Crosby Lockwood. 25s. cloth; 18s. paperback.) The author's aim is to place advertising in its proper perspective as a tool of marketing; and, although he writes from a background of experience as a director of an advertising agency, he takes the view that responsibility for ascertaining and controlling the advertising budget should rest firmly with the company, and most particularly with its marketing or product manager. Consequently the book opens with chapters on the marketing concept, the marketing operation and the marketing budget, before proceeding to such topics as the choice of media, the work of the advertising agency, and assessing the results of the campaign. The relationship between company and advertising agency, and how other consultancies can be used effectively, are discussed, with particular emphasis on methods of selecting an advertising agency.

Purchasing Principles and Techniques, by Peter Baily and David Farmer. (332 pages. Pitman. £2 2s.) This textbook was written at the request of the Institute of Purchasing and Supply to assist those studying purchasing subjects whether as part of the Institute's own educational scheme, or for the Higher National Diploma or Higher National Certificate courses in business studies, or the Diploma in Management Studies courses. The authors have had extensive experience in both commercial and academic fields and the book deals with the complete purchasing function covering quality control, price considerations, techniques used in purchasing, (including computer methods) and the organization of the purchasing departments. The emphasis is on practical applications. Although written primarily for students, this up-to-date and comprehensive survey will also assist the industrial manager already engaged in the day-to-day problems of buying.

The Trade Descriptions Act, 1968, came into effect on November 30, 1968. **The Trade Descriptions Act, 1968,** by John A. O'Keefe. (255 pages. Butterworths. £2 15s.) acts as a useful guide to the altered law. It consists firstly of a brief introduction which explains the evolution and context of the law, followed by an annotated and cross referenced analysis of the Act. In addition, details are given of all the goods to which the Act applies. There are also two other appendices. The first consists of legal notes by way of amplification of the notes to the text of the Act; the second contains some fully annotated passages of supplementary and applied law.

Two new publications in the *Management in Action Series* have just appeared. **Financial Control,** edited by Andrew Leigh. (206 pages. Business Books. £2 5s.) shows how companies are applying techniques of financial control to keep costs in line and ensure that growth is soundly based. **Distribution Management,** edited by Roy Grant. (194 pages. Business Books. £2 2s.) examines the operation of distribution systems in the light of these and other changes in distribution management which are affecting them.

Industrial Training Handbook, edited by John W. Barber. (402 pages. Iliffe Books. £4 5s.) This book grew out of a series of lectures given at the Portsmouth College of Technology as part of one of the introductory courses for training officers recognized for grant by the Department of Employment and Productivity and by industrial training boards. The volume is in five parts. Part one, The training framework, covers the Industrial Training Act 1964, the need for effective use of manpower, the role of the technical colleges, and the training function of a working organization. Part two, Preparatory considerations, looks at recruitment, interviewing, job analysis, cost and evaluation, and operational research. Part three, training methods and techniques, examines various methods such as programmed learning, group training, and audio and visual aids. Part four, Training for specific functions, has 14 chapters ranging from apprentice to management training. Part five, Established organizations, outlines the roles and functions of the various bodies concerned with training The book should be of value not only to the potential training officer, but also to higher management generally, and in particular, to those concerned with any kind of personnel function. Many of the subjects covered in this book are susceptible to separate fuller treatment, and recent publications of this kind are **Making Manpower Effective,** by James J. Lynch. Part 1. (Pan Books Ltd. 7s . 6d.), which was noted in the *Board of Trade Journal.* November 1, 1968, page 1181, and **Training for Leadership,** by John Adair. (158 pages. Macdonald. 25s.) Dr. Adair is adviser on leadership training at the Royal Military Academy, Sandhurst, and although many of his examples are based on armed services situations the basic principles are applicable to many walks of life. He demonstrates this point by describing some case studies with which he was associated in industry. The crux of Dr. Adair's theory is that good leadership always exists in a form appropriate to the environment. He stresses that leadership is an interraction between leader, group members and situations.

Security of Employment: A Study in the Construction Industry, by Barbara Shenfield. (70 pages. Political and Economic Planning, Research Publications, 11 Nelson Road, Greenwich, London S.E.10. 10s.) As part of a wider inquiry into the social responsibilities of industry, PEP has sponsored this study of a large firm in the construction industry which was anxious to decasualize its labour force in an attempt to reduce its labour turnover costs. The firm believes this to be in its employees' own interest. Nearly 400 workers were interviewed on five sites to try and discover what they thought of working in 'casual' industry and of their employers' efforts at decasualization and improvement of working conditions. The work histories of those interviewed were also examined in order to see what light they could throw on the pattern of labour turnover. The report concludes that in this particular industry stability of employment with one firm is not necessarily a desirable object either for the workers or the companies.

Electronics Industry Statistics and Their Sources. Economic Development Committee for Electronics. November 1968. (19 pages. Available free from National Economic Development Office, Millbank Tower, 21/41 Millbank, London, SW1.) This is a continuation of the series of statistics begun by the Ministry of Aviation in their publication *Basic Statistics of the Electronics Industry* and continued by the Electronic EDC in their reports *Electronics and the Future* (April, 1966) and *Statistics of the Electronics Industry* (June, 1967), which was prepared by the statistics working group of the EDC. It incorporates the additional information now collected by the Ministry of Technology, and the figures will also form the basis of statistics submitted to NEDO.

Elements of Statistics for Market Research, by Pierre Weber. (110 pages. Crosby Lockwood & Sons Ltd. £1 15s.) Market research theory has developed extensively in recent years and statistical method and probability theory are now important tools in this field. Conclusions are also being drawn with increasing frequency from the numerical results of primary research by means of statistical methods, in order to minimize the risk of wrong interpretations and erroneous decisions. This book (first published in Switzerland) has therefore been written to introduce the subject of statistics to students and business executives not familiar with the presentation of mathematical formulae. The author goes through the fundamentals, step-by-step, so that the reader will be able to understand the basic principles and proceed to more advanced works. Particular stress is laid on simplified methods of calculation which are explained in detail. For the mathematically minded reader, the derivations of the relevant formulae are given at the end of each chapter. Exercises are also included for beginners in the subject and answers are provided.

Other Publications

FARM IMPLEMENT BUYERS GUIDE 1969. 252 pages. Published by Farm Implement and Machinery Review. Available from Farmer and Stockbreeder Publications Ltd., Dorset House, Stamford Street, London SE1.

THE SOUTH AMERICAN HANDBOOK 1969: AN ANNUAL TRAVELLER'S GUIDE TO THE COUNTRIES AND ECONOMIES OF SOUTH AMERICA, CENTRAL AMERICA, MEXICO, CARRIBBEAN AND WEST INDIES, edited by Howell Davies. 45th edition. 910 pages. Trade and Travel Publications Ltd., 56 Leadenhall Street, London, EC3. 22s. 6d.

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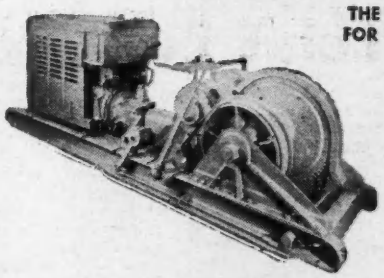

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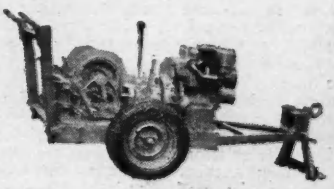

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1968	Stores	Location of Sale	Auctioneers
Dec. 10-11 .	Technical and miscellaneous stores . .	Ordnance Storage and Disposal Depot, Branston, Burton-on-Trent, Staffs.	Arnold & Son (Dept. L), 'Modwena House', 13 Market Place, Burton-on-Trent. (Tel. 4657.)

Radar cabin trailers; trailer-mounted air compressors; trolley-mounted lubrication plants; light and medium/heavy concrete breakers; paint spraying outfits; miscellaneous radar and radio components; AR88 radio receivers; cameras and film; aircraft components and ground equipment; electronic valves; oscilloscopes; test sets; laboratory equipment; machine tools; instrument jewels; motor vehicle spares including engines; axles; wheels; body panels; tyres and inner tubes; electrical components, etc.; wire towing cable; wooden cases; clothing; textiles including webbing packs and haversacks; large quantities black cotton webbing; camp equipment; furniture; large quantities of general stores.

Dec. 17-20 .	Vehicles, earth moving and lifting equipment	Ordnance Storage and Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272.)

Saloons; limousines; estate cars; light vans; Land Rovers; Commer 30-cwt. vans; Thames 15-cwt. Utility vans; commercial vehicles including AEC 'Matadors' and six-wheeled trucks; Leyland 'Hippo' trucks; hydraulic tippers; Albion 10-ton trucks; GMC amphibious DUKW's; Scammell tractors and breakdown vehicles; Humber 1-ton 4 x 4 trucks; trailers; excavators by Blaw Knox; Ruston Bucyrus and Smith's; mobile cranes by Coles, Jones, Neals, Northwest, Ransomes & Rapier and Taylor; Fowler 'Challenger' angledozers; loading shovels; graders; scrapers; dumpers; large quantity of plant spares; coaches (5-36 seater) by Bedford, Commer, Morris and Thames.

1969 Jan. 7-8 .	Technical equipment and miscellaneous stores	Regional Depot RAOC, Hereford . .	Russell, Baldwin & Bright (Dept. L), 20 King Street, Hereford. (Tel. 4366.)

Radar and electronic equipment; rectifiers; electronic valves; wireless equipment; 5-ton 4-wheeled Crossley cabin trailers; artillery trailers; Lister diesel engines; trolleys; 3-ton portable runways; soil stabilization train; rangefinders; metal racking; scrap metals; small tools; engineering equipment; GS Mk. 7 haversacks and respirator components; furniture; textiles, etc.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to the date of sale, price 1s. 0d. (postal order only).

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	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected Components				Total	Selected Components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1966	1958	1958	1958	1958	1958				
Value in base year, £m.	20,103	—	16,028	15,362	15,362	11,372	3,492	922	688	586	1,219	Series shown in £ million			
1962	114	115	128	124	114	..	129	119	134	143	124	+ 73	+ 22	+21	+10
1963	119	119	136	131	120	..	131	104	143	146	130	+206	+113	+29	+51
1964	125	128	146	140	124	..	154	118	171	185	147	+581	+354	+79	+45
1965	129	132	156	149	126	..	160	130	169	189	153	+365	+217	+42	+43
1966	132	133	165	158	129	100	162	134	171	185	165	+227	+129	+30	+ 6
1967	133 (1)	133	171	165	132	101	172	128	166	203	186	+104(1)	— 47	—30	+11
1967															
1st quarter	133	132	167	161	129	100	166	127	163	192	179	+ 39	— 8	— 7	+ 6
2nd quarter	133	133	169	162	129	100	175	133	174	200	185	+ 48	+ 12	—11	+12
3rd quarter	133	133	173	166	132	102	173	125	164	207	190	— 32	— 18	—16	—13
4th quarter	134 (1)	135	174	170	135	104	173	125	163	211	192	+ 49(1)	— 32	+ 5	+ 6
1968															
1st quarter	137 (1)	137	179	176	140	106	177	121	183	210	194	— 106(1)	—121	+ 7	+38
2nd quarter	134	138	180	170	130	102	174	121	168	216	190	+ 66	+ 50	+15	1
3rd quarter		140*				103		125*	179*				+ 44*	+16*	+11
1968															
April		137				102									
May		138				100									
June		139				103									
July		139*				102									
August		141*				104									
September		140*				102									
October						103									

	ORDERS		PRICES AND COSTS					LABOUR			TRADE		BALANCE OF PAYMENTS current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand	Index of retail prices		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 16, 1962 = 100		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in
Value in base year, £m.	—	—	—		—	—	—				3,834	3,250	£ million
1962	117	100	101·6	+4·2	103·0	120·6	136·2	422	156	24,193	121	121	+112
1963	136	117	103·6	+2·0	104·5	121·4	141·3	500	144	24,240	130	130	+111
1964	162	124	107·0	+3·3	108·6	124·7	148·6	361	221	24,567	148	136	—399
1965	165	121	112·1	+4·8	110·6	129·5	157·9	309	265	24,784	150	145	— 91
1966	153	105	116·5	+3·9	114·5	133·0	168·5	325	254	24,821	158	155	+ 15
1967	143	114	119·4	+2·5	112·4	134·4	175·3	515	175	24,411	168	155	—404
1967													
1st quarter	148	104	118·6	+3·7	112·0	133·6	171·4	458	186	24,392	164	166	+ 25
2nd quarter	148	104	119·6	+2·6	109·8	133·6	172·8	508	168	24,419	167	160	—110
3rd quarter	147	105	119·0	+1·7	110·9	134·7	177·3	555	163	24,472	162	157	— 20
4th quarter	143	114	120·4	+2·1	116·7	135·9	179·7	538	182	24,359	178	138	—299
1968													
1st quarter	142	117	122·1	+3·0	125·3	139·2	184·8	511	184	24,225	203	181	—168
2nd quarter	138	125*	125·0	+4·5	122·8	141·3	185·8	550	180		201	180	—169
3rd quarter	139*	129*	125·7	+5·6	122·1*	141·6*	187·4	580	182		209	196	
1968													
April	142	120*	124·8	+4·4	123·5	141·1	183·6	535	180		203	180	
May	140	123*	124·9	+4·6	122·0	141·3	185·8	545	181		207	178	
June	138	125*	125·4	+4·6	122·9	141·5	186·0	569	178		193	182	
July	139	123*	125·5	+5·3	121·9	141·6	186·9	580	180		210	188	
August	139*	126*	125·7	+5·7	121·8	141·6	187·5	585	179		209	199	
September	139*	129*	125·8	+5·9	122·4*	141·7*	187·9	575	186		208	201	
October			126·4	+5·6	122·5*	141·8*	188·3	551	195		210	194	
November								529*	211*				

*Provisional. †Not seasonally adjusted. (1) Including an allowance for the difference in timing between the estimates of stock building and the recording of exports.

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume indices for October

IN OCTOBER the unit value index numbers for both imports and exports were unchanged, the import unit value index remaining at 123 (1961=100), and the export unit value index at 125. The terms of trade were also unchanged, at 102.

There was a rise of one point in the import unit value index for food, beverages, and tobacco; among the main items contributing to the increase were lamb and tea, the latter reflecting a seasonal strengthening in price. The rise for food, etc., was largely offset by lower unit values for imported fuels and finished manufactures, but the fall for the latter was insufficient to change the rounded unit value index for manufactured goods. The index for fuels was at its lowest point this year.

The unit value index for exports has shown only a fractional increase since June, and the rounded index has not altered since then. Between September and October there was no change in the unit value indexes for metals or for machinery and transport equip-

Table 1. United Kingdom import and export unit value index numbers (unadjusted)

(1961 = 100)

	Imports					United Kingdom Exports								
								Manufactured Goods						
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other	(1) Terms of Trade
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141	
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964	107	115	103	95	105	106	107	106	101	107	106	107	105	99
1965	107	113	102	90	109	108	104	109	104	109	113	110	108	102
1966	109	114	103	84	114	112	104	114	106	111	119	114	113	103
1967	109	113	99	92	116	114	101	116	106	111	120	118	116	105
1966 1st quarter	108	113	104	88	112	111	104	112	105	110	118	112	111	102
2nd quarter	110	117	105	87	114	113	105	114	108	111	121	114	113	102
3rd quarter	109	114	103	84	116	113	104	115	108	111	122	115	113	104
4th quarter	109	114	102	83	116	113	102	115	106	111	119	116	115	104
1967 1st quarter	108	115	100	82	116	114	102	116	106	112	119	117	116	105
2nd quarter	107	114	99	81	114	114	101	116	106	113	119	118	116	106
3rd quarter	108	111	97	100	115	115	101	117	107	111	120	119	116	106
4th quarter	113	116	98	104	122	116	101	118	108	111	122	120	117	103
1968 1st quarter	120	120	104	108	134	121	105	123	111	113	129	124	126	101
2nd quarter	121	120	108	108	135	123	107	126	113	115	133	127	128	102
3rd quarter	122	120	109	107	136	125	107	128	115	116	132	132	129	103
1967 January	109	115	101	83	116	114	102	116	105	111	120	117	116	105
February	109	115	99	82	117	114	101	115	107	112	118	117	116	105
March	108	114	100	81	115	114	102	115	107	112	118	117	116	105
April	108	115	100	81	114	114	100	116	106	111	118	117	116	105
May	107	115	99	81	113	114	101	116	106	113	118	118	116	106
June	106	113	98	81	114	114	102	116	105	114	119	118	115	107
July	107	111	97	91	114	114	101	116	106	112	120	119	114	107
August	108	110	97	104	115	115	101	117	107	110	119	119	116	106
September	109	112	97	105	115	115	101	117	107	111	120	120	116	106
October	110	114	97	102	117	116	101	118	109	111	121	120	116	105
November	112	116	98	102	119	116	101	118	109	111	121	120	116	104
December	117	118	100	107	129	116	101	119	107	110	123	121	118	100
1968 January	119	120	102	107	132	120	103	122	109	112	128	124	125	101
February	120	120	104	108	134	121	106	123	113	113	129	124	126	101
March	121	120	105	108	137	121	106	124	113	114	131	124	127	100
April	122	120	107	108	137	122	107	124	113	114	132	125	128	100
May	121	120	108	108	134	122	107	125	113	114	133	126	127	101
June	121	120	109	108	133	125	105	128	113	116	132	132	129	104
July	122	120	109	108	135	125	107	128	115	116	132	132	129	103
August	122	120	109	107	136	125	107	128	115	116	132	132	129	103
September	123	121	110	107	137	125	107	128	115	116	132	132	129	102
October	123	122	110	106	137	125	107	128	116	117	132	132	129	102

(1) Export Unit Value Index as a percentage of the Import Unit Value Index.

(*Continued on page* 1537)

WILLIAMS DEACON'S

EXTRACTS FROM THE STATEMENT BY THE CHAIRMAN OF WILLIAMS DEACON'S BANK LIMITED, MR. KENNETH G. HOLDEN.

NATIONAL AND COMMERCIAL BANKING GROUP LIMITED

During the year, our parent company, The Royal Bank of Scotland, amalgamated with National Commercial Bank of Scotland Limited to form National and Commercial Banking Group Limited.

The Group has capital and reserves of over £53 millions and resources exceeding £1,000 millions, and will conduct its business through 1,022 branches. Co-ordination of these resources will enable borrowing requirements of larger customers to be more easily met, while the Group and the operating units comprising it are of a size and character which will ensure the maintenance of the high quality of personal service, to which the component banks have always attached great importance.

BALANCE SHEET

It is satisfactory to see that our deposits have risen by £8,140,742 to the record figure of £182,588,473. Total deposits of the Bank and its subsidiaries have increased by £22,094,112 to £216,943,156. Advances have increased by £4,064,611 to £90,840,319.

CREDIT RESTRICTION

The credit squeeze has continued with increasing intensity.

The pressure on personal borrowing, as the demand for medium term advances increased, has been considerable. The difficulty of providing this finance is directly linked to the success that has attended the efforts to export, especially in the capital goods section.

The provision of medium term finance plays an increasingly significant part in our lending policy. What is in fact taking place is a substantial re-distribution of credit.

BRANCH EXPANSION

We have opened branches at Fareham, Gateshead, Grimsby, St. Peter Port (Guernsey) and Northampton.

Branches will shortly be opened at Poole, Reading, Basingstoke, Ilford and Peterborough and we are continuing re-constructions and renovations at other branches.

STAFF REPRESENTATION

A notable development in staff relationships took place in May 1968 when a Joint Negotiating Council for Banking was set up by the Clearing Banks on the one side and the National Union of Bank Employees and the Central Council of Bank Staff Associations on the other.

We are glad to participate with the other Clearing Banks in this logical structure of negotiating machinery and hope that under the new arrangements our relationships with our staff will lose nothing of their excellence.

SATURDAY CLOSING

One of the most contentious subjects of the year has been the decision of the Clearing Banks to close on Saturday mornings from the 1st July, next.

The difficulty is fundamentally that of obtaining staff of the right calibre, and the widespread acceptance of a five-day week in industry and commerce generally has made it virtually impossible for the Banks to obtain their requirements. Every possibility has been considered and every means explored to avoid taking this step.

We are extending the provision of automatic banking facilities in the form of night safes and are also installing cash dispensers to make cash available to customers outside the hours when banks are open to the public. The change has already been accomplished in Scotland and it is hoped that the new system, when fully operative in England, will prove acceptable.

NEGOTIABLE STERLING CERTIFICATES OF DEPOSIT

The issue of Negotiable Sterling Certificates of Deposit commenced in October.

The merit of the Certificates is that they give a negotiability value to a term deposit so that money normally available for medium term investment may not be kept out of that market through fear of unforeseeable liquidity crises.

Williams Deacon's Bank will conduct this business through its subsidiary, Williams Deacon's Bank (Finance) Limited.

Copies of the Statement by the Chairman, Mr. Kenneth G. Holden, and the Annual Report are available on application to the Secretary, Williams Deacon's Bank Ltd.,

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ment. An increase of one point in the index for chemicals and for textiles was offset by widespread small falls in unit values for 'other manufactured goods', but these did not change the rounded index for this miscellaneous heading from 129. The increase for textiles was the first since June.

The seasonally adjusted import volume index for October, at 147, was at about the same level as in the third quarter of the year. There were increased imports of food, beverages and tobacco, and of fuels; both series move irregularly from month to month. The seasonally adjusted export volume index for October was about 1½ per cent below the average for the third quarter but the trend in recent months remains upward – in the three months August to October the volume of exports was 7 per cent above that in the preceding three months.

Table 2. United Kingdom import and export volume index numbers (unadjusted)

(1961 = 100)

	Imports					United Kingdom Exports							
								Manufactured Goods					
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	63	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141
1962	103	104	96	112	103	102	110	101	107	99	100	100	102
1963	107	102	101	119	112	108	120	106	113	101	100	107	110
1964	119	104	108	128	136	111	115	111	126	105	102	107	123
1965	120	102	107	140	137	117	121	117	131	104	109	114	128
1966	122	101	102	154	146	121	128	120	139	97	105	120	134
1967	132	104	101	166	168	119	131	118	148	94	108	112	136
1966 1st quarter	128	105	105	155	154	123	130	123	134	98	102	125	139
2nd quarter	123	98	98	151	152	116	121	116	131	91	100	118	123
3rd quarter	124	101	109	155	145	115	116	115	134	94	96	114	135
4th quarter	118	102	97	161	133	131	146	129	155	105	118	125	143
1967 1st quarter	134	106	98	180	167	128	135	127	155	101	113	124	143
2nd quarter	135	107	101	162	176	127	135	127	163	98	119	124	136
3rd quarter	126	100	104	150	156	112	123	111	140	86	103	102	140
4th quarter	136	106	105	178	170	109	128	106	132	89	97	99	126
1968 1st quarter	149	116	109	171	198	135	142	135	168	105	118	132	153
2nd quarter	144	104	112	186	189	134	139	134	174	105	121	130	147
3rd quarter	143	102	114	175	191	132	154	130	165	108	115	119	167
1967 January	144	107	111	192	181	129	133	129	159	106	114	127	140
February	122	103	85	172	146	126	147	125	156	99	109	122	140
March	135	108	99	177	173	128	124	128	150	98	116	125	149
April	132	102	94	171	175	125	129	126	164	96	114	122	140
May	136	108	104	179	169	132	139	131	163	100	130	132	124
June	137	111	106	137	184	125	138	124	161	98	113	118	144
July	122	100	102	108	159	122	130	122	145	92	114	118	141
August	130	101	114	160	160	108	108	109	132	85	96	100	143
September	125	99	97	181	149	106	131	103	143	82	100	88	136
October	129	91	94	200	164	95	111	93	110	75	84	83	130
November	144	117	113	178	180	106	135	102	122	90	94	93	127
December	133	109	108	155	165	126	139	123	165	101	112	121	121
1968 January	157	125	118	179	201	131	154	129	157	100	112	129	140
February	143	109	107	165	191	136	135	138	164	109	120	135	160
March	148	114	103	170	201	137	136	139	181	108	124	133	158
April	143	104	111	188	185	131	123	134	170	101	122	128	154
May	159	116	121	199	211	136	136	137	177	110	123	139	130
June	129	91	103	169	171	133	156	131	176	103	119	122	157
July	154	108	120	191	209	139	149	139	163	113	123	136	159
August	143	100	118	171	191	129	157	126	155	102	115	111	176
September	132	96	103	163	175	129	157	125	175	107	106	111	164
October	156	119	116	196	206	135	157	133	159	112	115	122	177

(Continued on next page)

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Table 3. United Kingdom import and export volume index numbers (seasonally adjusted)

(1961 = 100)

	Imports							United Kingdom Exports							
						Manufactured Goods				Manufactured Goods					
	Total	Total excl. US military aircraft, etc.	Food, Beverages and Tobacco	Basic Materials	Fuels	Total	Excl. US military aircraft, etc.	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division			*0 and 1*	*2 and 4*	*3*	*5 to 8*			*0 to 4*	*5 to 8*	*5*	*65*	*67 to 69*	*7*	
Weights	*1,000*		*327*	*222*	*106*	*337*		*1,000*	*125*	*843*	*86*	*65*	*123*	*428*	*141*
1966 1st quarter	*126*		*104*	*105*	*148*	*151*		*120*	*131*	*119*	*131*	*96*	*102*	*118*	*138*
2nd quarter	*121*		*99*	*99*	*146*	*147*		*114*	*124*	*112*	*130*	*93*	*98*	*112*	*123*
3rd quarter	*126*		*103*	*108*	*157*	*149*		*123*	*123*	*123*	*141*	*98*	*104*	*124*	*136*
4th quarter	*118*	*118*	*98*	*96*	*162*	*138*	*138*	*127*	*134*	*127*	*153*	*100*	*113*	*126*	*140*
1967 1st quarter	*132*	*132*	*105*	*97*	*172*	*165*	*164*	*129*	*141*	*127*	*157*	*102*	*116*	*124*	*146*
2nd quarter	*134*	*133*	*108*	*102*	*158*	*170*	*167*	*122*	*135*	*122*	*156*	*98*	*113*	*116*	*135*
3rd quarter	*128*	*127*	*102*	*102*	*153*	*159*	*157*	*121*	*131*	*119*	*146*	*91*	*112*	*112*	*142*
4th quarter	*135*	*134*	*102*	*105*	*181*	*175*	*172*	*104*	*117*	*105*	*134*	*84*	*91*	*99*	*123*
1968 1st quarter	*146*	*144*	*113*	*109*	*165*	*190*	*186*	*135*	*146*	*134*	*167*	*105*	*120*	*130*	*152*
2nd quarter	*142*	*141*	*105*	*112*	*178*	*183*	*178*	*130*	*139*	*129*	*167*	*104*	*115*	*123*	*146*
3rd quarter	*147*	*144*	*105*	*112*	*180*	*196*	*189*	*139*	*162*	*138*	*171*	*112*	*123*	*130*	*165*
1967 January	*139*	*139*	*103*	*102*	*181*	*172*	*172*	*138*	*149*	*136*	*170*	*113*	*123*	*134*	*152*
February	*131*	*131*	*112*	*93*	*175*	*162*	*162*	*129*	*152*	*127*	*163*	*102*	*115*	*123*	*143*
March	*128*	*127*	*101*	*96*	*160*	*160*	*159*	*120*	*122*	*119*	*140*	*91*	*111*	*113*	*142*
April	*139*	*137*	*109*	*101*	*170*	*177*	*173*	*125*	*136*	*124*	*162*	*96*	*113*	*119*	*139*
May	*133*	*132*	*108*	*106*	*166*	*164*	*160*	*124*	*136*	*122*	*151*	*98*	*120*	*119*	*130*
June	*131*	*130*	*107*	*99*	*136*	*169*	*167*	*118*	*135*	*118*	*154*	*99*	*108*	*110*	*136*
July	*125*	*124*	*103*	*101*	*114*	*159*	*156*	*127*	*144*	*124*	*151*	*94*	*117*	*120*	*138*
August	*128*	*127*	*101*	*103*	*153*	*163*	*160*	*119*	*120*	*120*	*144*	*92*	*111*	*115*	*145*
September	*130*	*129*	*102*	*100*	*191*	*157*	*154*	*118*	*129*	*112*	*144*	*86*	*108*	*101*	*142*
October	*130*	*129*	*89*	*96*	*203*	*164*	*161*	*94*	*107*	*94*	*108*	*73*	*82*	*86*	*123*
November	*137*	*136*	*104*	*110*	*177*	*174*	*170*	*95*	*113*	*94*	*114*	*80*	*83*	*89*	*114*
December	*138*	*137*	*114*	*109*	*163*	*189*	*185*	*123*	*130*	*126*	*182*	*98*	*108*	*121*	*132*
1968 January	*141*	*140*	*111*	*103*	*164*	*180*	*177*	*137*	*166*	*135*	*164*	*107*	*119*	*133*	*151*
February	*150*	*148*	*112*	*115*	*168*	*201*	*195*	*136*	*136*	*135*	*163*	*108*	*122*	*131*	*156*
March	*146*	*145*	*116*	*108*	*164*	*190*	*187*	*131*	*136*	*131*	*173*	*101*	*119*	*124*	*150*
April	*144*	*143*	*108*	*115*	*174*	*182*	*179*	*130*	*130*	*131*	*164*	*102*	*118*	*126*	*154*
May	*146*	*143*	*109*	*113*	*170*	*192*	*184*	*129*	*134*	*129*	*167*	*106*	*112*	*127*	*137*
June	*137*	*135*	*100*	*108*	*190*	*176*	*171*	*129*	*153*	*127*	*170*	*104*	*116*	*117*	*149*
July	*148*	*147*	*108*	*112*	*187*	*195*	*190*	*134*	*152*	*134*	*163*	*110*	*120*	*131*	*150*
August	*147*	*143*	*105*	*111*	*178*	*199*	*188*	*141*	*177*	*139*	*171*	*112*	*130*	*126*	*177*
September	*145*	*143*	*103*	*113*	*176*	*194*	*188*	*143*	*156*	*140*	*181*	*116*	*120*	*132*	*170*
October	*147*	*145*	*108*	*112*	*189*	*192*	*189*	*137*	*152*	*136*	*160*	*113*	*117*	*129*	*171*

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Northern Ireland index of production

THE PROVISIONAL index of industrial production for Northern Ireland for September 1968, prepared by the Ministry of Commerce is 142 (1963=100). This is 8 points higher than for August 1968, and 11 points higher than for September 1967.

The index numbers for the main industrial groups with the increase or decrease on September 1967 shown in brackets are: textiles 177 (+41 points); clothing 117 (−6); engineering and metals 122 (+7); food, drink and tobacco 118 (+4); timber and furniture 133 (−); mineral products 141 (−); other manufacturing industries 182 (+2); gas, electricity and water 127 (+5).

Car and commercial vehicle production in October

THE FOLLOWING corrected figures should be read for those carried in the *Board of Trade Journal* of November 29:

Table 1

Passenger cars

1967 3rd quarter	Weekly average	24,262
1967 September	Totals	129,675

Commercial road vehicles

1966 4th quarter	Totals	97,781
1968 May	For home market	21,493

Table 2

Should be headed Monthly Averages – thousands.

Passenger cars

1966	For export	32·1
1967 3rd quarter	For home market	85·6
1968 1st quarter	Total	143·3

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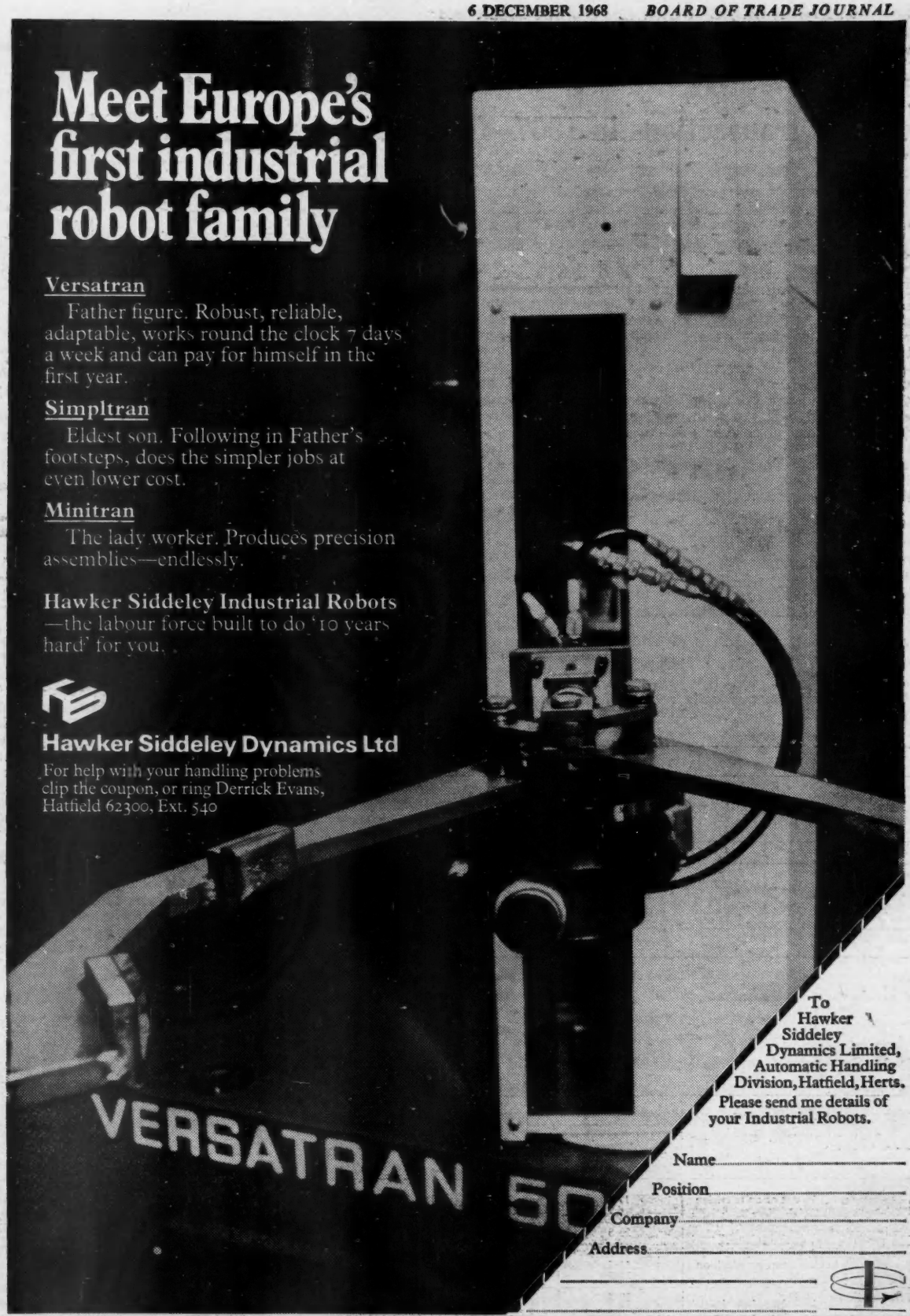

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Overseas transactions in 1967—films and television material

THE FILM INDUSTRY'S overseas receipts exceeded their overseas payments by £24 million in 1967, thus making a valuable contribution to the United Kingdom balance of payments. The overseas transactions of the BBC and the independent television contracting companies contributed a further £2¼ million.

The most significant change between 1966 and 1967 in respect of cinematograph films was a substantial rise in receipts from overseas, especially from Western Europe. This rise in receipts combined with a slight fall in payments overseas increased the surplus of receipts over payments from £9 million in 1966 to £24 million in 1967.

The following tables present the main results of the statistical inquiry by the Board of Trade into overseas transactions in respect of the production and exhibition of cinematograph film and television material in 1967, the main purpose of which was to provide statistics for balance of payments purposes. The information sought was the same as that sought in the previous inquiry in respect of 1966 (see *Board of Trade Journal*, May 3, 1968). Separate forms of inquiry were addressed to film producers and distributors, and to the BBC and the television contracting companies.

Cinematograph film producers and distributors

The basis of the register of this part of the inquiry was described in detail in the *Board of Trade Journal* of January 6, 1967. This register was brought up to date by using a list of producers and distributors who registered British films with the Board of Trade in 1967. Completion of the forms in this inquiry was obligatory under Section 1 of the Statistics of Trade Act, 1947, and returns were received from virtually all of the 157 firms to whom forms were sent. Of the firms approached 31 had no overseas transactions in the year to report.

Where possible, figures for earlier years had been made to correspond as closely as possible with those of the more recent year, though the figures for the years before 1965 exclude those transactions by United Kingdom film companies which related solely to television programmes. For the 1967 inquiry, firms were asked to state separately the amounts receivable in respect of rights relating solely to television, which came to £0.8 million. The corresponding payments for foreign television material are thought to be small.

Summary of results

Table 1 indicates that the amounts received from overseas in respect of the production and distribution of cinematograph film rose by nearly 40 per cent between 1966 and 1967. The amounts paid overseas fell back slightly in 1967 from the level in 1966 and the surplus of receipts over payments more than doubled. The favourable surplus with North America rose from £6 million in 1966 to £15 million in 1967, and that of £7 million with Western Europe in 1967 compared with a slight surplus of payments over receipts in 1966.

Table 2 indicates that virtually all of the increase in receipts from overseas between 1966 and 1967 arose from the increase in receipts for the production of films (£33 million in 1967 compared with £21 million in 1966). Receipts in respect of performances rose only marginally from £11½ million in 1966 to £12 million in 1967. Both American-owned and other firms in the United Kingdom shared in the increase in receipts in respect of film production, although the latter showed the larger proportionate increase (from £3 million in 1966 to nearly £11 million in 1967).

Table 3 analyses overseas transactions by broad geographical area, and shows that receipts for film production came predominantly from North America, accounting for just over three-quarters of the total in 1967 (though in 1966 they accounted for nearly 90 per cent). Receipts for film production from Western Europe increased proportionately as well as absolutely, representing over one-fifth of total receipts in 1967 compared with 4 per cent in 1966.

The slight fall in payments to overseas between 1966 and 1967 seen in Table 1, was mainly due to a fall in payments in respect of film performances, especially by American-owned companies in the United Kingdom (£13 million in 1967 compared with £16 million in 1966). Total payments to North America fell between 1966 and 1967, the sizeable fall in payments in respect of film performances being only partly compensated for by a rise in payments in respect of film production. Payments to Western Europe also fell in 1967, due mainly to a fall in payments in respect of film production.

The overseas transactions of United Kingdom subsidiaries of the major United States film companies are shown in greater detail in Table 4. The increase in receipts in respect of film performances

Table 1. Overseas transactions in respect of cinematograph films, 1963-1967

£ million

	1963	1964	1965 (a)	1966 (a)	1967 (a)
Expenditure (b):					
Overseas Sterling Area	0·1	0·1	0·6	0·5	1·2
Western Europe	1·5	1·0	3·4	6·4	4·1
North America	9·9	11·4	17·0	16·8	15·6
Other Non-Sterling Area	0·2	0·1	0·1	0·2	0·4
Total	11·7	12·7	21·2	23·8	21·2
Receipts (c):					
Overseas Sterling Area	1·9	2·7	2·6	2·9	2·2
Western Europe	2·5	4·2	4·5	6·0	11·2
North America	11·3	12·1	19·5	22·7	30·9
Other Non-Sterling Area	0·9	1·3	0·9	0·9	1·1
Total	16·5	20·3	27·5	32·5	45·3

(a) Includes transactions by film companies in respect of rights restricted to television.
(b) Sums payable to overseas residents.
(c) Sums receivable from overseas residents.

Table 2. Summary of overseas transactions in respect of cinematograph films, 1966 and 1967

£ million

	1966 (a)			1967 (a)		
	All firms	United Kingdom subsidiaries of the major United States film companies	Other firms	All firms	United Kingdom subsidiaries of the major United States film companies	Other firms
Expenditure (b) in respect of:						
(i) Performances in cinemas or on television	17·1	16·0	1·1	14·7	12·9	1·8
(ii) Production of films, etc.	6·7	5·0	1·7	6·5	5·5	1·0
Total payable	23·8	21·0	2·8	21·2	18·4	2·8
Receipts (c) in respect of:						
(i) Performances in cinemas or on television	11·5	5·8	5·7	12·0	6·7	5·3
(ii) Production of films, etc.	21·0	18·0	3·0	33·4	22·8	10·6
Total receivable	32·5	23·8	8·7	45·3	29·5	15·8

Notes: See Table 1.

Table 3. Overseas transactions in respect of cinematograph film, analysis by area, 1966 and 1967

£ million

	1966 (a)					1967 (a)				
	Total	Overseas Sterling Area	Western Europe	North America	Other Non-Sterling Countries	Total	Overseas Sterling Area	Western Europe	North America	Other Non-Sterling Countries
Total expenditure (b)	23·8	0·5	6·4	16·8	0·2	21·2	1·2	4·1	15·6	0·4
Of which:										
(i) Performances in cinemas or on television	17·1	0·1	0·7	16·3	—	14·7	0·1	1·0	13·6	0·1
(ii) Production of films, etc.	6·7	0·3	5·7	0·5	0·2	6·5	1·2	3·1	2·0	0·3
Total receipts (c)	32·5	2·9	6·0	22·7	0·9	45·3	3·2	11·2	30·9	1·1
Of which:										
(i) Performances in cinemas or on television	11·5	2·5	5·1	3·2	0·7	12·0	1·8	4·0	5·4	0·7
(ii) Production of films, etc.	21·0	0·4	0·9	19·5	0·2	33·4	1·4	7·2	25·5	0·4

Notes: See Table 1.

Table 4. Overseas transactions of the United Kingdom subsidiaries of the major United States film companies, analysis by area, 1966 and 1967

£ million

	1966 (a)				1967 (a)			
	Total	Western Europe	North America	Other Countries	Total	Western Europe	North America	Other Countries
Expenditure (b) in respect of:								
(i) Performances in cinemas or on television	16·0	..	15·9	—	12·9	—	12·9	—
(ii) Production of films, etc.	5·0	..		..	5·5	2·9	..	..
Receipts (c) in respect of:								
(i) Performances in cinemas or on television	5·8	3·9	1·2	0·7	6·7	2·7	3·2	0·8
(ii) Production of films, etc.	18·0	0·1	17·8	—	22·8	0·2	22·6	0

Notes: See Table 1.

Table 5 (i). Size distribution of expenditure (a) (b), 1967

Size range of reported expenditure	Number of companies	Total expenditure
		£ million
Over £500,000	10	19·0
£200,001-£500,000	6	1·5
£100,001-£200,000		
£50,001-£100,000	4	0·3
£20,001-£50,000	4	0·1
£10,001-£20,000	12	0·2
Under £10,000	30	0·1
All sizes	66	21·2

Notes: See Table 1.

Table 5 (ii). Size distribution of receipts (a) (c), 1967

Size range of reported receipts	Number of companies	Total receipts
		£ million
Over £500,000	16	41·5
£200,001-£500,000	4	1·5
£100,001-£200,000	7	1·0
£50,001-£100,000	8	0·6
£20,001-£50,000	7	0·2
£10,001-£20,000	12	0·2
Under £10,000	36	0·1
All sizes	90	45·3

Notes: See Table 1.

(*Continued on next page*)

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FILMS AND TV MATERIAL, *continued*

came mainly from North America, receipts from Western Europe falling from £3.9 million in 1966 to £2.7 million in 1967.

Overseas receipts and payments are analysed by the size of the responding firm's transactions in Table 5(i) and 5(ii). As in the past, a relatively small number of firms account for the major part of all receipts or payments. Sixteen firms with receipts of £0.5 million or more each, accounted for 92 per cent of total receipts, while 10 firms, with payments of £0.5 million or more each, accounted for 90 per cent of total payments.

Television material

The returns in this inquiry from the BBC and the independent television programme contractors showed a rise in the surplus of receipts over payments between 1966 and 1967 from £1.5 million to 2.7 million. Receipts rose from £5 million in 1966 to £6.2 million in 1967 while payments remain unchanged (see Table 6). The rise in receipts occurred in most areas, North America maintaining its position as the principal customer with just under half of total receipts coming from that area.

NOTES AND DEFINITIONS

Cinematograph Industry Inquiry

The statistics cover the value of transactions between the United Kingdom and overseas territories in respect of production, sales of rights and rentals of films of any width, and recordings on tape or other media, including overseas transactions on behalf of another producer, distributor or agent in the United Kingdom. There is, therefore, some overlap between these statistics and those for imports and exports of exposed cinematograph film of 16 mm and over in width in the Overseas Trade Accounts. The import and export figures, £3.2 million and £7 million respectively, however, include a number of items not covered by the inquiry; for example, film flown in from units on location abroad, for processing and immediate return to the unit overseas, and film imported and prints exported after processing by specialist film processing laboratories to the order of overseas customers. It is not possible to give any reliable indication of the extent of the overlap, but it seems likely to be of the order of half the export figures in the Overseas Trade Accounts and a rather higher proportion of the import figures.

The statistics do not cover all the film companies' overseas transactions which affect the United Kingdom balance of payments since they do not include profits or capital transactions (except in connection with the provision of production finance).

Transactions relating to the Army Kinema Corporation are excluded throughout.

Respondents were asked to return amounts against the geographical areas to which they were payable or from which they were receivable irrespective of where they might first have been earned.

Transactions with overseas branches and with companies registered abroad were included, as were debits to and credits from non-resident accounts.

Credits for production in the United Kingdom comprise amounts remitted from overseas or put up from amounts held in the United Kingdom on behalf of overseas residents, and sums applied to the repayment of loans raised in the United Kingdom. Amounts for film production, including work on location abroad, remitted from the United Kingdom or put up from amounts held overseas on behalf of United Kingdom residents, were included as debits.

General

The tables give the information in as much detail as is practicable without disclosing the affairs of individual undertakings.

Returns for accounting years were accepted from firms which could not provide information for calendar years.

In the tables:

– means nil or negligible, i.e. less than half the final digits shown.

.. means 'not available'.

Table 6 (i). Overseas transactions of the BBC and ITA programme contractors, 1963-1967 (d)

£ million

	1963 Total	1964 Total	1965 Total	1966 (e) Total	1967 (e) Total
Expenditure (b)	2·2	3·3	3·1	3·5	3·5
Receipts (c)	1·6	2·0	3·3	5·0	6·2

Table 6 (ii). Summary of overseas transactions of the BBC and ITA programme contractors, analysis by area, 1966 and 1967 (d)

£ million

	1966 (e)					1967 (e)				
	Total	Overseas Sterling Area	Western Europe	North America	Other Non-Sterling Area Countries	Total	Overseas Sterling Area	Western Europe	North America	Other Non-Sterling Area Countries
Expenditure (b)	3·5	0·6	0·6	2·3	0·2	3·5	0·6	0·7	2·0	0·2
Receipts (c)	5·0	1·8	0·7	2·4	0·2	6·2	2·1	1·0	2·9	0·1

Notes to Tables 6 (i) and 6 (ii):

(a)-(c) See Table 1.

(d) Includes transactions in respect of BBC sound broadcasting.

(e) Includes transactions in respect of Independent Television News.

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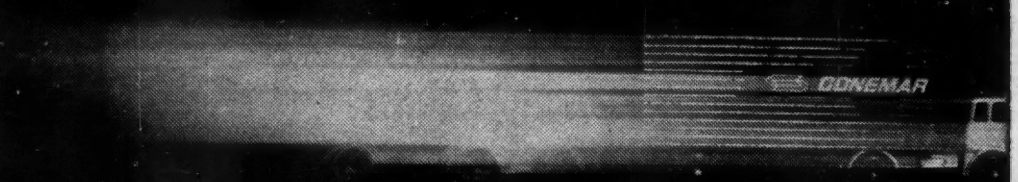

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Industry's capital expenditure in the third quarter of 1968

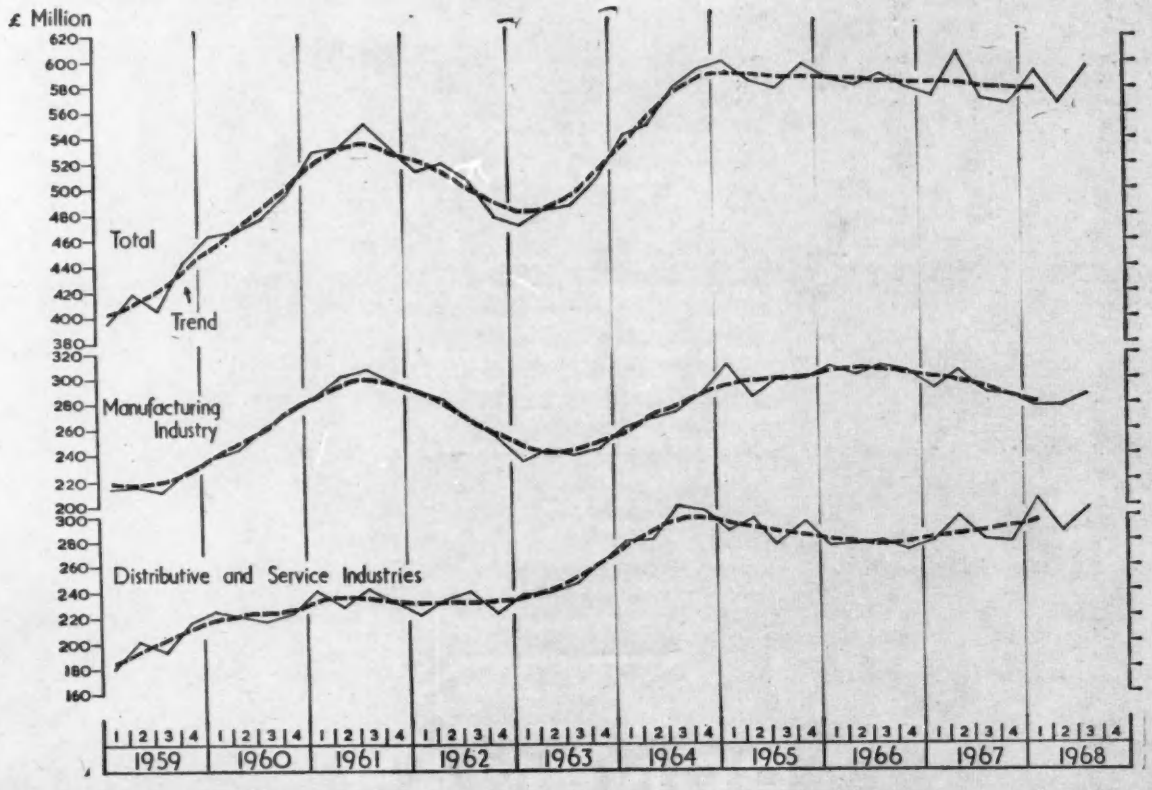
PROVISIONAL ESTIMATES indicate that there was a small rise in manufacturing industry's capital expenditure between the second and third quarters at 1958 prices seasonally adjusted and virtually no change for the distributive and service industries. The shipping industry's investment showed a large increase, but little significance can be attributed to it as, through the incidence of progress payments and other factors, this quarterly series is very volatile.

Manufacturing industry's investment showed a 3 per cent rise in volume terms over the second quarter to a level of £289 million at 1958 prices, the same level as a year previously. The decline in the volume of investment which started in early 1967 appears to have halted. The underlying trend may have begun to rise though the quarterly figures move irregularly and the provisional figure may be revised as later returns come in. Within the £9 million rise new building work showed a small fall and investment in vehicles a small rise – expenditure on plant and machinery showed the first rise since the second quarter of 1967.

There was little change in the volume of investment by the distributive and service industries (excluding shipping). Investment in building showed a small fall almost balanced by rises in expenditure on vehicles and plant and machinery. This sector's investment is running at a slightly higher level in volume terms this year than in 1967.

Revised estimates for industry's capital expenditure taking account of late returns will be published in the *Board of Trade Journal* next month.

Industry's fixed capital expenditure at 1958 prices seasonally adjusted



REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

Table 1. Industry's fixed capital expenditure at 1958 prices seasonally adjusted (a)

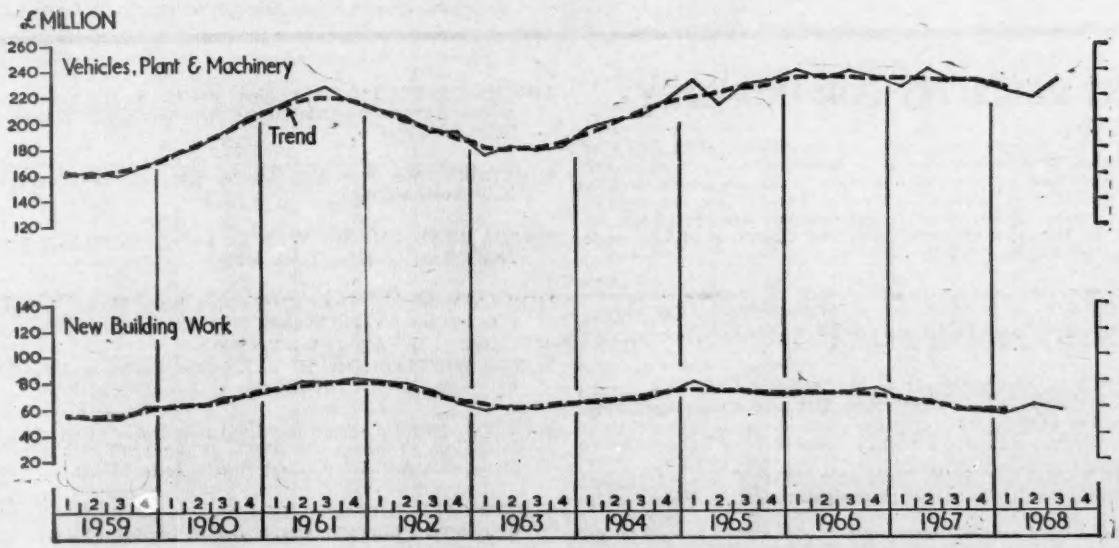
£ million

Period	ANALYSIS BY INDUSTRIAL SECTORS			Total	ANALYSIS BY TYPE OF ASSET		
	Manufacturing industries (b)	Distributive and service industries (excluding shipping) (c)	Shipping industry		New building work	Vehicles	Plant and machinery
1958	922	541	147	1,610	451	360	799
1959	871	631	161	1,663	460	403	800
1960	1,016	732	158	1,906	548	458	903
1961	1,195	822	126	2,143	648	435	1,060
1962	1,098	819	105	2,021	645	386	990
1963	964	902	85	1,951	602	418	933
1964	1,092	1,046	129	2,267	672	528	1,067
1965	1,203	1,060	101	2,364	702	507	1,155
1966	1,233	1,010	98	2,341	665	505	1,172
1967	1,176	1,010	132	2,318	620	539	1,159
1962 1st quarter	291	198	26	514	166	95	255
2nd quarter	284	202	33	519	164	101	254
3rd quarter	267	218	23	508	169	97	242
4th quarter	256	201	23	480	145	94	239
1963 1st quarter	235	215	23	473	148	97	228
2nd quarter	244	221	18	483	151	100	233
3rd quarter	240	225	22	487	149	105	234
4th quarter	245	241	22	508	154	116	238
1964 1st quarter	262	252	28	542	158	125	258
2nd quarter	269	253	29	551	163	126	262
3rd quarter	272	270	38	580	173	141	267
4th quarter	289	271	34	594	178	136	280
1965 1st quarter	312	272	17	601	186	120	295
2nd quarter	287	265	33	585	176	134	277
3rd quarter	302	255	23	580	171	121	289
4th quarter	302	268	28	598	168	133	296
1966 1st quarter	310	254	23	587	168	124	295
2nd quarter	304	255	23	582	164	128	291
3rd quarter	311	252	28	591	165	130	295
4th quarter	307	249	24	580	168	122	290
1967 1st quarter	293	247	33	573	157	129	287
2nd quarter	307	259	41	607	160	145	302
3rd quarter	289	257	25	571	149	131	291
4th quarter	287	248	32	567	153	134	281
1968 1st quarter	279	265	49	593	147	157	289
2nd quarter	280	255	34	569	151	135	283
3rd quarter	289	253	55	597	142	160	296

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 57 per cent of total capital expenditure in 1966. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy. For all industries covered, public expenditure (e.g. by the British Steel Corporation) is included. However, the figures are largely representative of the trend of expenditure of private industry and business.

For other footnotes, see end of article.

Fixed capital expenditure of manufacturing industry at 1958 prices seasonally adjusted (a) (b) (d)



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INDUSTRY'S CAPITAL EXPENDITURE, *continued*

Table 2. Fixed capital expenditure of manufacturing industry at 1958 prices seasonally adjusted (a) (b) (d)

£ million

Period	ANALYSIS BY INDUSTRY GROUP										ANALYSIS BY TYPE OF ASSET		
	Food, drink and tobacco	Mineral oil refining	Chemicals	Metal manufacture	Engineering shipbuilding and metal goods	Vehicles	Textiles leather and clothing	Paper printing and publishing	Other manufacturing industries	Total all manufacturing industries			
	Standard Industrial Classification Orders												
	III	Part of IV	Part of IV	V	VI, VII and IX	VIII	X to XII	XV	XIII, XIV and XVI	III to XVI	New building work	Vehicles	Plant and machinery
1958	112·6	39·7	157·3	143·5	204·8	69·8	63·6	65·2	65·1	921·6	247·0	52·4	622·2
1959	106·5	23·5	145·5	129·7	200·8	69·0	66·5	60·3	69·1	870·9	223·8	57·1	590·0
1960	128·5	15·3	134·5	186·1	228·9	78·3	85·2	67·8	91·6	1,016·2	263·5	75·3	677·4
1961	136·9	22·8	162·8	242·4	250·5	104·2	101·5	74·4	99·7	1,195·2	318·1	71·8	805·3
1962	134·8	16·3	161·6	208·2	220·0	93·8	87·1	74·9	101·3	1,098·0	297·9	61·8	738·3
1963	135·2	24·8	126·9	114·7	218·1	89·3	79·5	74·1	101·2	963·8	244·1	75·5	644·2
1964	150·4	25·6	158·6	104·4	260·1	77·7	106·9	83·6	124·3	1,091·6	271·1	92·0	728·5
1965	155·1	24·8	196·0	102·2	277·1	93·5	121·7	91·2	141·3	1,202·9	296·0	97·6	809·3
1966	151·3	45·7	212·3	97·8	279·7	103·7	118·9	80·0	143·2	1,232·6	286·6	95·5	850·5
1967	178·2	74·7	173·5	85·1	263·4	107·8	96·9	73·1	123·0	1,175·7	245·7	101·4	828·6
1962 1st quarter	33·7	3·9	43·4	56·8	59·3	25·1	25·1	18·9	24·7	290·9	80·8	16·5	193·6
2nd quarter	33·1	3·9	42·4	58·2	56·3	22·9	22·2	19·2	25·4	283·6	78·7	14·7	190·2
3rd quarter	33·1	4·4	37·9	47·6	54·8	24·6	19·9	18·8	25·9	267·0	74·1	15·2	177·7
4th quarter	34·9	4·1	37·9	45·6	49·6	21·2	19·9	18·0	25·3	256·5	64·3	15·4	176·8
1963 1st quarter	31·1	4·6	30·6	33·8	54·1	21·5	18·9	17·8	22·3	234·7	58·6	16·3	159·8
2nd quarter	34·1	5·9	32·5	31·0	55·4	22·8	18·9	19·0	24·6	244·2	61·9	18·7	163·6
3rd quarter	33·7	6·8	31·8	24·8	55·9	22·0	20·2	19·0	26·1	240·3	60·8	20·0	159·5
4th quarter	36·3	7·5	32·0	25·1	52·7	23·0	21·5	18·3	28·2	244·6	62·8	20·5	161·3
1964 1st quarter	37·1	9·5	35·3	25·8	62·2	19·7	23·3	20·3	28·5	261·7	66·0	22·5	173·2
2nd quarter	37·7	6·0	37·7	25·0	65·6	21·0	26·0	19·2	30·6	268·8	66·6	22·9	179·3
3rd quarter	38·9	5·0	39·7	26·8	65·0	16·5	27·1	22·1	31·2	272·3	66·8	23·0	182·5
4th quarter	36·7	5·1	45·9	26·8	67·3	20·5	30·5	22·0	34·0	288·8	71·7	23·6	193·5
1965 1st quarter	39·5	6·2	48·5	26·2	74·1	23·5	32·5	24·3	37·2	312·0	80·0	24·4	207·6
2nd quarter	37·2	5·8	46·3	25·1	66·3	22·1	28·7	24·0	31·2	286·7	72·5	23·7	190·5
3rd quarter	40·1	5·9	52·5	26·4	66·2	22·2	31·6	20·9	36·3	302·1	73·2	23·3	205·6
4th quarter	38·3	6·9	48·7	24·5	70·5	25·7	28·9	22·0	36·6	302·1	70·3	26·2	205·6
1966 1st quarter	39·1	8·8	56·4	24·0	68·7	27·5	29·6	19·0	37·1	310·2	70·6	24·5	215·1
2nd quarter	37·0	10·4	50·6	23·8	71·3	25·5	31·9	19·1	34·7	304·3	69·9	24·8	209·6
3rd quarter	37·4	13·6	52·1	24·7	70·8	25·2	29·2	19·8	38·0	310·8	72·3	23·9	214·6
4th quarter	37·8	12·9	53·2	25·3	68·9	25·5	28·2	22·1	33·4	307·3	73·8	22·3	211·2
1967 1st quarter	43·0	14·0	42·9	24·6	66·2	26·1	26·7	18·0	31·5	293·0	65·6	22·7	204·7
2nd quarter	44·9	18·4	50·2	22·4	69·7	28·2	24·0	18·9	29·8	306·5	65·4	24·6	216·5
3rd quarter	44·9	21·1	37·8	20·8	65·4	26·7	22·6	19·6	30·5	289·4	57·6	27·1	204·7
4th quarter	45·4	21·2	42·6	17·3	62·1	26·8	23·6	16·6	31·2	286·8	57·1	27·0	202·7
1968 1st quarter	41·5	16·0	41·7	23·1	63·7	21·1	27·1	16·8	27·7	278·7	55·0	27·5	196·2
2nd quarter	46·7	19·1	44·8	18·5	59·8	21·8	22·7	14·8	31·2	280·3	61·1	25·1	194·1
3rd quarter										289·1	58·1	26·5	204·5

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

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Table 3. Fixed capital expenditure in the distributive and service industries (excluding shipping) at 1958 prices seasonally adjusted (a) (c) (d)

£ million

Period	ANALYSIS BY INDUSTRY GROUP				ANALYSIS BY TYPE OF ASSET		
	Wholesale Distribution	Retail Distribution	Other Industries	Total	New building work	Vehicles	Plant and machinery
	Standard Industrial Classification Headings						
	810, 831, 832	820	XVIII, Part of XIX, XXI, Part of XXII and XXIII	XVII, Part of XIX, XX Part of XXI, Part of XXII and XXIII			
1958	73	130	338	541	203	161	177
1959	92	163	376	631	235	186	210
1960	100	175	457	732	284	224	226
1961	105	195	522	822	330	237	255
1962	104	187	528	819	346	221	252
1963	113	204	585	902	356	257	289
1964	132	232	682	1,046	400	307	340
1965	131	215	714	1,060	402	311	347
1966	119	189	702	1,010	375	315	321
1967	134	192	684	1,010	371	309	330
1962 1st quarter	22	52	124	198	85	53	61
2nd quarter	24	48	130	202	85	53	64
3rd quarter	30	46	142	218	95	59	64
4th quarter	28	41	132	201	80	57	63
1963 1st quarter	27	52	136	215	89	58	68
2nd quarter	28	47	146	221	88	63	69
3rd quarter	29	51	145	225	87	63	75
4th quarter	29	54	158	241	91	73	77
1964 1st quarter	31	57	164	252	92	75	85
2nd quarter	32	60	161	253	96	74	83
3rd quarter	32	58	180	270	105	80	85
4th quarter	37	57	177	271	106	78	87
1965 1st quarter	36	56	181	272	103	81	87
2nd quarter	32	54	179	265	102	77	86
3rd quarter	33	53	169	255	98	75	83
4th quarter	31	52	185	268	98	79	91
1966 1st quarter	30	50	175	254	96	77	80
2nd quarter	32	46	177	255	93	80	82
3rd quarter	30	46	177	252	92	80	80
4th quarter	28	47	173	249	93	78	79
1967 1st quarter	32	48	168	247	91	74	82
2nd quarter	34	46	178	259	94	80	85
3rd quarter	34	47	175	257	91	79	86
4th quarter	33	51	163	248	95	76	78
1968 1st quarter	37	52	178	265	91	81	93
2nd quarter	32	47	176	255	89	77	89
3rd quarter				253	84	80	91

Table 4. Industry's fixed capital expenditure at current prices (a)

£ million

Period	Manufacturing industry (b)	Distributive and service industries (excluding shipping) (c)	Shipping industry	Total
1958	922	541	147	1,610
1959	867	621	161	1,649
1960	1,021	718	162	1,901
1961	1,239	821	132	2,192
1962	1,168	844	107	2,119
1963	1,044	936	84	2,064
1964	1,216	1,107	123	2,446
1965	1,401	1,156	100	2,657
1966	1,495	1,126	99	2,720
1967	1,430	1,136	133	2,699
1962 1st quarter	286	199	25	510
2nd quarter	294	207	31	532
3rd quarter	290	219	22	531
4th quarter	298	219	29	546
1963 1st quarter	237	219	22	478
2nd quarter	260	226	15	501
3rd quarter	261	227	22	510
4th quarter	286	264	25	575
1964 1st quarter	268	260	23	551
2nd quarter	295	264	25	584
3rd quarter	303	277	33	613
4th quarter	350	306	42	698
1965 1st quarter	333	290	15	638
2nd quarter	329	284	30	643
3rd quarter	352	269	21	642
4th quarter	387	313	35	735
1966 1st quarter	355	281	21	657
2nd quarter	355	280	22	657
3rd quarter	375	269	26	670
4th quarter	410	297	30	737
1967 1st quarter	345	277	29	651
2nd quarter	360	286	41	687
3rd quarter	346	276	23	645
4th quarter	379	297	40	716
1968 1st quarter	333	303	43	679
2nd quarter	343	294	35	672
3rd quarter	362	286	53	701

Notes relating to Tables 1, 2, 3 and 4

(a) Expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

(b) 1958 Standard Industrial Classification Orders III to XVI.

(c) 1958 Standard Industrial Classification Order XVII (Construction); XIX (Transport and Communication) excluding 701 – Railways, 705 – Port and Inland Water Transport, 706 – Air Transport and 707 – Postal Services and Telecommunications; XX (Distributive Trades); XXI (Insurance, Banking and Finance) excluding savings departments of the Post Office and Trustee Savings Banks; XXII (Professional and Scientific Services excluding) 872 – Educational Services and 874 – Medical and Dental Services; and XXIII (Miscellaneous Services).

(d) Care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

(e) Small discrepancies may appear between the totals and the sum of individual headings because of rounding.

Industry's stocks in the third quarter of 1968

PROVISIONAL ESTIMATES for industry's stocks and work in progress show an increase during the third quarter of £65 million at 1958 prices seasonally adjusted. Manufacturers' stocks accounted for £44 million, £16 million and £5 million being due to wholesalers' and retailers' stocks respectively.

The rise in the level of manufacturers' stocks was due mainly to an increase in work in progress; stocks of finished goods rose by half the amount of work in progress and there was a fall in the level of stocks of materials and fuel.

Book values of wholesalers' stocks show a fairly significant rise; this is less significant in volume terms and when seasonal factors are taken into account. Book values of retailers' stocks show a small fall which when seasonally adjusted and converted to volume terms became a small rise.

Changes in industry's stocks at 1958 prices seasonally adjusted

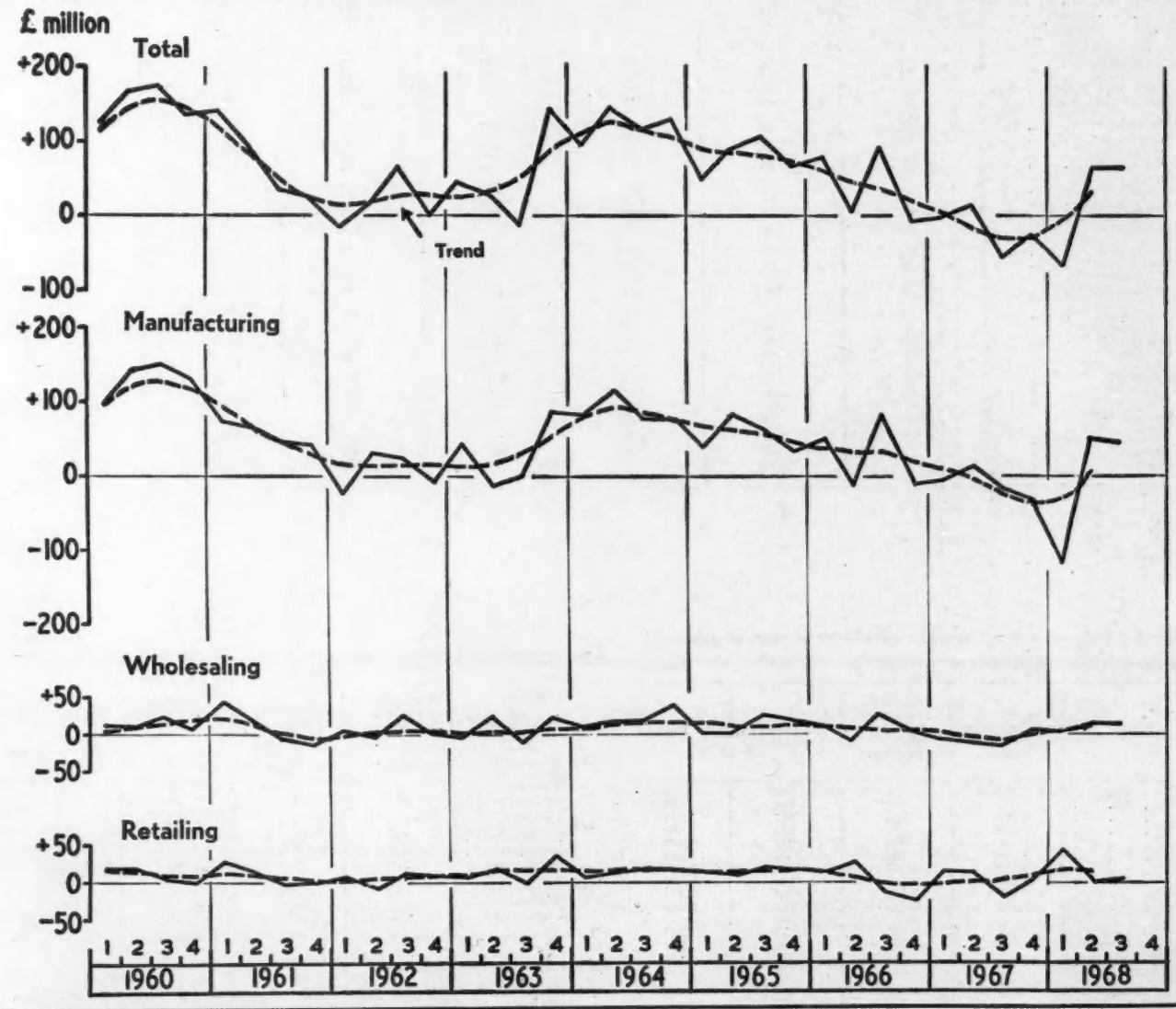

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Table 1. Changes in industry's stocks at 1958 prices seasonally adjusted (a)

£ million

Period	(b) Manufacturing	(c) Wholesaling	(d) Retailing	(e) Total
Level of stocks at December 31, 1967	6,475	1,065	1,192	8,733
1960	+514	+48	+37	+599
1961	+224	+36	+29	+289
1962	+ 22	+21	+14	+ 57
1963	+113	+29	+55	+196
1964	+354	+79	+47	+479
1965	+217	+42	+43	+302
1966	+129	+30	+ 6	+164
1967	— 47	—30	+10	— 67
1960 1st quarter	+ 95	+11	+18	+124
2nd quarter	+141	+ 8	+18	+166
3rd quarter	+148	+23	+ 2	+174
4th quarter	+130	+ 6	— 1	+135
1961 1st quarter	+ 72	+43	+25	+140
2nd quarter	+ 67	+17	+10	+ 94
3rd quarter	+ 45	— 9	— 4	+ 32
4th quarter	+ 40	—15	— 2	+ 23
1962 1st quarter	— 24	+ 2	+ 5	— 16
2nd quarter	+ 29	— 6	—10	+ 13
3rd quarter	+ 25	+26	+11	+ 62
4th quarter	— 9	— 1	+ 8	— 2
1963 1st quarter	+ 43	— 4	+ 3	+ 42
2nd quarter	— 14	+22	+18	+ 26
3rd quarter	N/C	—11	— 1	— 12
4th quarter	+ 84	+22	+35	+140
1964 1st quarter	+ 80	+ 9	+ 3	+ 92
2nd quarter	+118	+14	+12	+144
3rd quarter	+ 77	+19	+17	+113
4th quarter	+ 78	+37	+15	+130
1965 1st quarter	+ 39	N/C	+ 9	+ 48
2nd quarter	+ 82	N/C	+ 3	+ 85
3rd quarter	+ 61	+26	+17	+105
4th quarter	+ 35	+17	+14	+ 66
1966 1st quarter	+ 50	+10	+19	+ 79
2nd quarter	— 11	—10	+26	+ 4
3rd quarter	+ 80	+25	—15	+ 90
4th quarter	+ 11	+ 4	—24	— 9
1967 1st quarter	— 8	— 7	+14	— 2
2nd quarter	+ 12	—11	+14	+ 15
3rd quarter	— 18	—16	—20	— 55
4th quarter	— 32	+ 5	+ 2	— 25
1968 1st quarter	—121	+ 7	+46	— 68
2nd quarter	+ 50	+15	N/C	+ 65
3rd quarter	+ 44	+16	+ 5	+ 65

Table 2. Changes in volume (at 1958 prices seasonally adjusted) of stocks held by manufacturing industry (a) (b) (f)

£ million

Period	ANALYSIS BY INDUSTRY GROUP							ANALYSIS BY TYPE OF ASSET		
	Food, drink and tobacco	Chemicals and allied industries	Metal manufacture	Engineering shipbuilding and vehicles	Textiles leather and clothing	Other manufacturing industries	Total all manufacturing industries			
	Standard Industrial Classification Orders									
	III	IV	V	VI-IX	X-XII	XIII-XVI	III-XVI	Materials and fuel	Work in progress	Finished goods
Level of stocks at December 31, 1967	875	582	463	3,226	660	670	6,475	2,257	2,417	1,801
1960	+43	+42	+79	+263	+29	+58	+514	+219	+135	+160
1961	+ 9	+16	+13	+148	+ 9	+29	+224	+ 44	+ 93	+ 87
1962	+22	+ 2	—19	+ 41	—22	— 2	+ 22	— 60	+ 39	+ 43
1963	+56	—11	+ 1	+ 57	N/C	+10	+113	+ 3	+ 93	+ 17
1964	+ 5	+37	+29	+205	+49	+29	+354	+126	+154	+ 74
1965	— 4	+17	+20	+148	— 3	+38	+217	+ 36	+ 87	+ 93
1966	+ 7	+24	—15	+ 70	+17	+27	+129	— 18	+ 26	+120
1967	+18	— 1	—28	+ 2	—26	—11	— 47	— 29	+ 5	— 22
1960 1st quarter	+ 2	— 2	+15	+ 62	+10	+ 8	+ 95	+ 45	+ 24	+ 26
2nd quarter	+12	+19	+17	+ 67	+10	+16	+141	+ 62	+ 40	+ 39
3rd quarter	+ 8	+16	+29	+ 58	+22	+15	+148	+ 70	+ 25	+ 53
4th quarter	+20	+10	+18	+ 76	—13	+19	+130	+ 40	+ 47	+ 43
1961 1st quarter	+ 7	+ 9	+12	+ 30	+ 1	+14	+ 72	+ 36	+ 37	N/C
2nd quarter	— 5	+ 8	+ 3	+ 33	+ 9	+18	+ 67	+ 15	+ 23	+ 30
3rd quarter	+10	+ 2	— 3	+ 34	— 2	+ 4	+ 45	+ 13	+ 19	+ 13
4th quarter	— 3	— 3	+ 1	+ 50	+ 1	— 7	+ 40	— 20	+ 15	+ 45
1962 1st quarter	+ 9	— 7	—14	+ 4	— 5	—11	— 24	— 21	— 8	+ 5
2nd quarter	+ 9	— 1	— 3	+ 30	— 4	N/C	+ 29	— 2	+ 25	+ 7
3rd quarter	+ 9	+ 5	— 6	+ 21	— 7	+ 3	+ 25	— 13	+ 17	+ 20
4th quarter	— 4	+ 5	+ 4	— 14	— 5	+ 6	— 9	— 24	+ 4	+ 11
1963 1st quarter	+ 5	+ 3	+ 1	+ 22	— 8	+19	+ 43	— 11	+ 23	+ 31
2nd quarter	+23	— 8	— 2	— 14	— 3	— 8	— 14	— 7	+ 7	— 14
3rd quarter	— 1	— 7	— 1	+ 4	+ 7	— 2	N/C	— 1	+ 19	— 18
4th quarter	+28	+ 1	+ 3	+ 46	+ 4	+ 2	+ 84	+ 22	+ 43	+ 18
1964 1st quarter	+10	+10	+ 9	+ 41	+ 8	+ 1	+ 80	+ 45	+ 32	+ 2
2nd quarter	— 5	+ 9	+16	+ 68	+21	+ 8	+118	+ 33	+ 47	+ 38
3rd quarter	N/C	+ 8	+ 1	+ 55	+ 5	+ 9	+ 77	+ 14	+ 39	+ 24
4th quarter	+ 1	+10	+ 2	+ 40	+14	+10	+ 78	+ 32	+ 36	+ 10
1965 1st quarter	—12	—18	+ 6	+ 43	+ 9	+11	+ 39	— 4	+ 47	— 4
2nd quarter	— 1	+30	— 2	+ 49	— 6	+10	+ 82	+ 31	N/C	+ 51
3rd quarter	+17	+ 4	+ 8	+ 26	— 6	+12	+ 61	+ 10	+ 31	+ 20
4th quarter	— 9	+ 1	+ 8	+ 30	N/C	+ 4	+ 35	— 1	+ 10	+ 26
1966 1st quarter	+10	+ 7	— 4	+ 24	+ 4	+ 9	+ 50	— 1	+ 15	+ 36
2nd quarter	+ 2	+ 8	—21	— 9	+ 3	+ 6	— 11	— 23	+ 3	+ 9
3rd quarter	— 9	+ 4	+21	+ 46	+ 8	+ 9	+ 80	+ 25	+ 8	+ 46
4th quarter	+ 4	+ 5	—11	+ 8	+ 2	+ 4	+ 11	— 19	N/C	+ 30
1967 1st quarter	+ 6	+ 1	— 7	+ 1	—10	+ 1	— 8	— 4	+ 6	— 10
2nd quarter	+ 1	—16	— 3	+ 37	— 4	— 2	+ 12	— 13	+ 1	+ 24
3rd quarter	+14	+23	—10	— 41	+ 7	—10	— 18	— 8	— 3	— 7
4th quarter	— 3	— 8	— 8	+ 5	—18	+ 1	— 32	— 4	+ 1	— 29
1968 1st quarter	+16	—22	— 3	— 84	—15	—13	—121	— 25	— 13	— 83
2nd quarter	— 3	+29	+10	— 10	+11	+13	+ 50	+ 13	— 4	+ 41
3rd quarter							+ 44	— 10	+ 36	+ 18

(*Continued on next page*)

INDUSTRY'S STOCKS, *continued*

Table 3. Changes in the volume of stocks (at 1958 prices seasonally adjusted) held by wholesalers (a) (f)

£ million

Period	SIC MLH 810	SIC MLH 831	SIC MLH 832	
	General wholesale distributors	Dealers in coal, builders' materials, etc.	Dealers in industrial materials and machinery	Total wholesale
Level of stocks at December 31, 1967	675	100	290	1,065
1960	+26	+ 4	+18	+48
1961	+26	N/C	+10	+36
1962	+ 4	+ 4	+14	+21
1963	+13	+ 4	+11	+29
1964	+38	+12	+29	+79
1965	+17	+ 5	+21	+42
1966	+22	N/C	+ 8	+30
1967	—19	— 6	— 5	—30
1968				
1960 1st quarter	+10	— 1	+ 3	+11
2nd quarter	+ 8	+ 2	— 2	+ 8
3rd quarter	+17	+ 2	+ 4	+23
4th quarter	— 9	+ 2	+13	+ 6
1961 1st quarter	+37	N/C	+ 6	+43
2nd quarter	+ 8	+ 3	+ 7	+17
3rd quarter	— 1	— 1	—6	— 9
4th quarter	—17	— 1	+ 3	—15
1962 1st quarter	— 1	N/C	+ 3	+ 2
2nd quarter	—13	+ 2	+ 5	— 6
3rd quarter	+17	N/C	+10	+26
4th quarter	+ 1	+ 2	— 4	— 1
1963 1st quarter	— 3	+ 2	— 4	— 4
2nd quarter	+11	+ 3	+ 8	+22
3rd quarter	—15	— 5	+ 9	—11
4th quarter	+19	+ 4	— 1	+22
1964 1st quarter	N/C	+ 4	+ 5	+ 9
2nd quarter	+ 4	+ 1	+ 9	+14
3rd quarter	+ 4	+ 6	+ 9	+19
4th quarter	+30	+ 1	+ 6	+37
1965 1st quarter	— 5	N/C	+ 4	N/C
2nd quarter	— 2	— 1	+ 3	N/C
3rd quarter	+16	+ 1	+10	+26
4th quarter	+ 8	+ 5	+ 4	+17
1966 1st quarter	+ 9	+ 4	— 2	+10
2nd quarter	—10	N/C	— 1	—10
3rd quarter	+23	— 4	+ 7	+25
4th quarter	N/C	N/C	+ 4	+ 4
1967 1st quarter	—15	+ 1	+ 7	— 7
2nd quarter	— 1	— 6	— 4	—11
3rd quarter	—12	— 1	— 4	—16
4th quarter	+ 9	N/C	— 4	+ 5
1968 1st quarter	+10	+ 3	— 6	+ 7
2nd quarter	+ 6	+ 4	+ 6	+15
3rd quarter				+16

Table 4. Changes in the value of stocks (at book values) held by manufacturers and distributors (a)

£ million

Period	Manufacturing (b)	Wholesaling (c)	Retailing (d)	Total (e)
Level of stocks at December 31, 1967	7,783	1,250	1,383	10,416
1960	+591	+ 56	+ 44	+690
1961	+312	+ 43	+ 61	+416
1962	+ 78	+ 32	+ 45	+155
1963	+250	+ 48	+ 63	+360
1964	+593	+133	+ 90	+815
1965	+489	+ 74	+ 66	+628
1966	+365	+ 48	+ 44	+458
1967	+ 58	— 2	+ 21	+ 77
1968				
1960 1st quarter	+124	+ 7	+ 68	+199
2nd quarter	+178	+ 18	+ 15	+211
3rd quarter	+127	+ 53	— 19	+161
4th quarter	+161	— 22	— 20	+119
1961 1st quarter	+100	+ 45	+ 69	+224
2nd quarter	+102	+ 19	+ 36	+157
3rd quarter	+ 46	+ 15	— 10	+ 52
4th quarter	+ 54	— 36	— 34	— 17
1962 1st quarter	+ 9	+ 7	+ 60	+ 76
2nd quarter	+ 28	+ 4	— 1	+ 32
3rd quarter	+ 12	+ 40	— 1	+ 51
4th quarter	+ 29	— 19	— 13	— 3
1963 1st quarter	+ 69	— 6	+ 56	+119
2nd quarter	+ 4	+ 23	— 6	+ 20
3rd quarter	+ 16	+ 23	— 13	+ 27
4th quarter	+161	+ 8	— 26	+195
1964 1st quarter	+138	+ 15	+ 55	+208
2nd quarter	+185	+ 32	+ 13	+230
3rd quarter	+116	+ 65	+ 7	+187
4th quarter	+154	+ 21	+ 15	+191
1965 1st quarter	+124	+ 2	+ 69	+195
2nd quarter	+153	+ 14	— 5	+162
3rd quarter	+108	+ 62	+ 2	+172
4th quarter	+104	— 4	N/C	+ 99
1966 1st quarter	+162	+ 7	+ 81	+250
2nd quarter	+138	+ 10	+ 25	+173
3rd quarter	+ 69	+ 51	— 23	+ 97
4th quarter	— 4	— 20	— 39	— 62
1967 1st quarter	— 14	— 21	+ 66	+ 32
2nd quarter	+ 21	— 9	+ 7	+ 19
3rd quarter	+ 12	+ 14	— 41	— 15
4th quarter	+ 39	+ 14	— 11	+ 42
1968 1st quarter	+ 36	+ 22	+114	+172
2nd quarter	+139	+ 29	+29	+197
3rd quarter	+123	+ 52	— 7	+169

Notes relating to Tables 1-4:
(a) The estimates are shown to the nearest £ million, but should not be regarded as accurate to this degree.
(b) 1958 Standard Industrial Classification Orders III-XVI.
(c) 1958 S.I.C. Minimum List Headings 810, 831, 832.
(d) 1958 S.I.C. Minimum List Heading 820.
(e) 1958 S.I.C. Orders III-XVI and XX.
(f) Care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

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Table 5. The relationship of manufacturers' stocks to manufacturing production

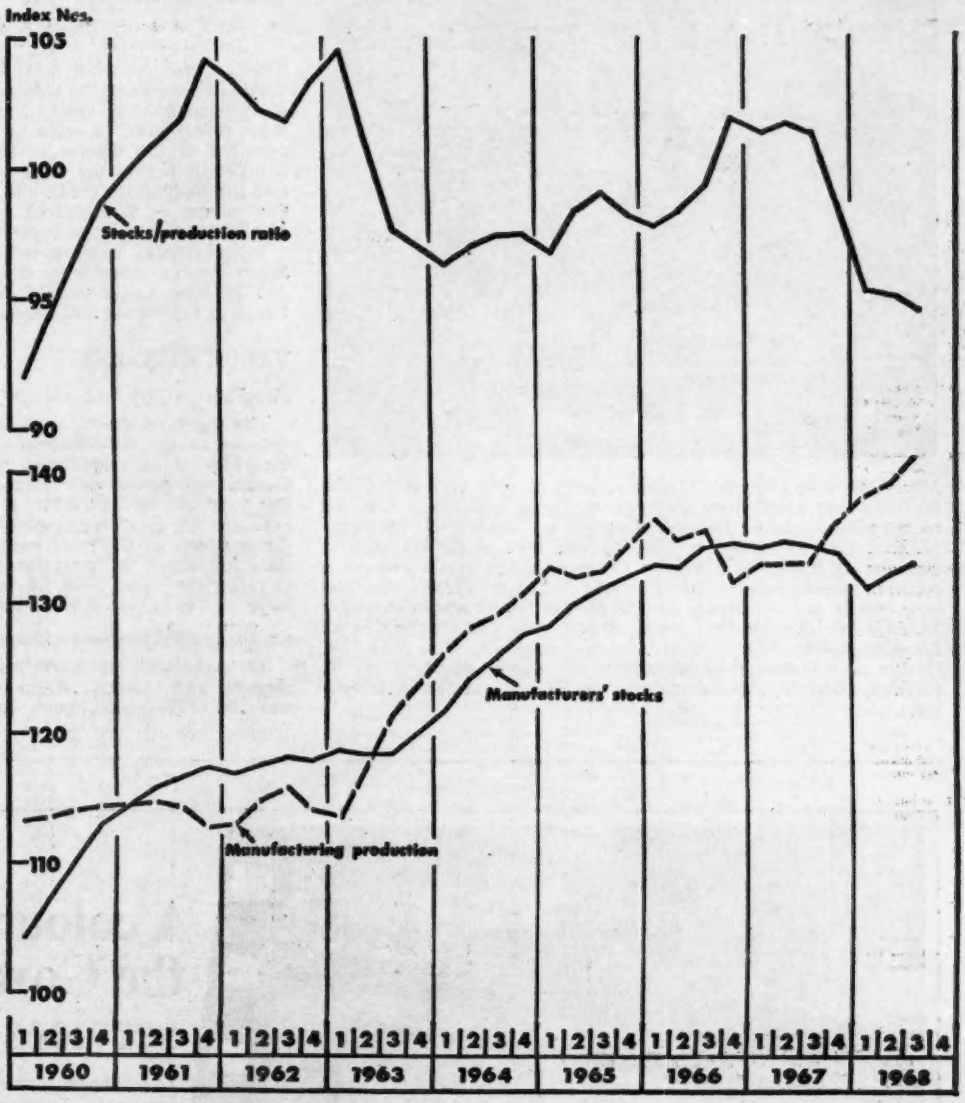
Period (quarters)		Index numbers 4th quarter 1957 = 100 Seasonally adjusted		
		Stock levels (at 1958 prices (1))	Production (with 1958 net output weight (1) & (2))	Ratio of stocks to production (3)
1956	1	95	99	95·6
	2	96	99	97·1
	3	97	98	98·4
	4	97	98	98·6
1957	1	99	100	98·9
	2	100	101	99·0
	3	100	102	98·1
	4	100	100	100·0
1958	1	101	101	100·1
	2	101	99	102·3
	3	101	99	102·6
	4	101	99	101·4
1959	1	101	100	100·5
	2	101	104	97·0
	3	101	106	95·7
	4	102	111	92·3
1960	1	104	113	92·0
	2	107	114	94·4
	3	110	114	96·7
	4	113	114	98·7
1961	1	114	114	100·0
	2	116	115	101·0
	3	117	114	102·1
	4	118	113	104·2
1962	1	117	113	103·5
	2	118	115	102·3
	3	118	116	101·9
	4	118	114	103·4
1963	1	119	114	104·6
	2	119	117	101·0
	3	119	121	97·7
	4	120	124	97·1
1964	1	122	126	96·4
	2	124	128	97·1
	3	126	129	97·5
	4	128	131	97·6
1965	1	128	133	96·8
	2	130	132	98·5
	3	131	133	99·1
	4	132	134	98·3
1966	1	133	136	97·8
	2	133	135	98·4
	3	135	135	99·3
	4	135	132	102·0
1967	1	135	133	101·4
	2	135	133	101·7
	3	134	133	101·4
	4	134	136	98·6
1968	1	131	138	95·3
	2	132	139	95·0
	3	133	141	94·6

Notes

(1) The index numbers of the level of stocks relate to the end of each quarter; the index of production refers to production during the quarter.

2) The index of production with 4th quarter 1957 as the base has been converted arithmetically from the official 1958 based index linked to estimates for 1957 derived from the previous index based on 1954.

(3) The index numbers of the stocks production ratios are calculated from unrounded estimates of the data in the previous two columns.



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DESIGN FOR FURNITURE

Mario Armengol (extreme right) shares a joke with Bill Clark, his associate, third from right at the press preview for award winning entries in the Donald Macpherson Furniture Design Competition. The Armengol & Clark design, seen in the foreground, was one of 200 or so entries in the competition which was for a coloured dining room suite. Carrying prizes of £1,000, the winning entries are on display at The Design Centre until December 28. Left to right: Sir Paul Reilly, Director of The Design Centre, London; Robin Day, furniture design consultant; Mrs. R. Julius, Design and Industries Association; Bill Clark, designer; H. K. Cushing, Director, Donald Macpherson Group, and Mario Armengol.

Retail sales in October

THE VOLUME of retail sales in the three months ended October was, after allowing for seasonal influences, 1 per cent higher than in the immediately preceding three months, indicating much the same rising trend of sales as was suggested last month. A 3 per cent rise in the volume of sales of durable goods shops, and a 2 per cent rise in the sales both of food shops and of clothing and footwear shops contributed to this change. On the other hand, the volume of the sales of other non-food shops declined marginally between these two periods.

The seasonally adjusted index of the volume of sales has varied around the average level of 103 (1966=100) in recent months; 102 in July, rising to 104 in August, 102 (102½ in unrounded terms) in September and 103 in October.

VALUE OF SALES

Food shops

The value of the sales of food shops continued to grow after the end of the third quarter, largely because of the influence of the sales of grocery shops, which showed a larger increase in October compared with a year earlier than has prevailed so far this year. As in September, this increase was particularly noticeable for Co-operative grocery shops, where the direct and indirect effects of the price cutting of cigarettes was partly responsible for the 9 per cent increase in the value of sales between October 1967 and 1968. It is a long time since an increase as large as this has been recorded for Co-operative grocers.

Clothing and footwear shops

The seasonally adjusted index of the value of the sales of clothing and footwear shops in the three months ended October was 106 (1966=100), much the same as the average of the first

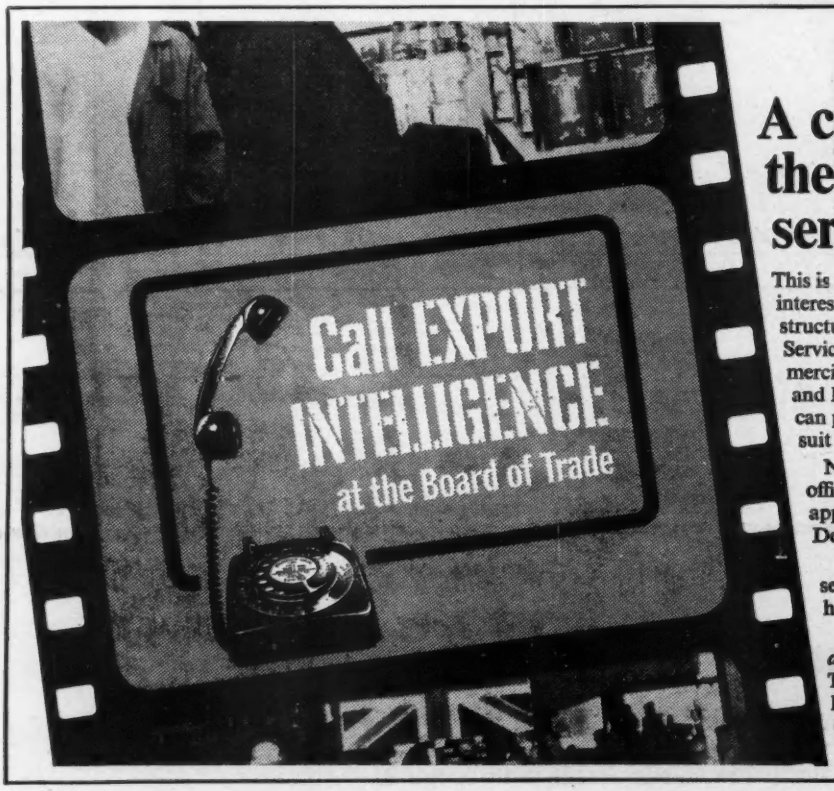

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Table 1. Volume of retail sales seasonally adjusted (*)

Index numbers of sales per week (average 1966 prices) (a) 1966 = 100

	All kinds of business	Food shops	Non-food shops
1967 1st quarter	100	100	101
2nd quarter	100	100	100
3rd quarter	102	102	102
4th quarter	104	103	104
1968 1st quarter	106	101	110
2nd quarter	102	101	102
3rd quarter	103	102	103
1968 3 months – May to July	102	101	102
3 months – August to October	103	103	103
Percentage change	+1	+2	+1
1968 January	104	100	108
February	105	101	110
March	107	102	112
April	102	102	103
May	100	101	100
June	103	101	104
July	102	101	103
August	104	102	106
September	102	103	102
October	103	103	102

Table 2. Value of retail sales seasonally adjusted (*)

Index numbers of value of sales per week (current prices) (a)

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
1967 1st quarter	102	102	102	103	100	103
2nd quarter	101	102	101	99	101	101
3rd quarter	103	103	103	102	105	103
4th quarter	106	106	106	104	110	106
1968 1st quarter	109	106	113	108	124	111
2nd quarter	107	106	108	104	106	110
3rd quarter	109	108	109	108	110	110
1968 3 months – May to July	107	106	108	104	107	110
3 months – August to October	109	109	109	106	111	110
Percentage change	+2	+3	+1	+2	+4	+1
1968 January	108	104	111	108	119	108
February	109	105	113	107	122	111
March	111	106	115	109	128	113
April	107	107	108	106	105	109
May	106	106	105	101	105	108
June	108	106	109	105	106	111
July	108	106	109	106‡	110	109
August	110	108	112	112	112	114
September	109	110	108	106	109	108
October	109	111	108	102	113	111

(*) All the series in this table are seasonally adjusted independently of each other. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.
(†) Including department stores and mail order businesses.
(‡) Revised figures.

half of the year. The index for October itself was 102, 3 per cent higher than in October 1967, which had not been a very busy month for these shops. Most of this increase was attributable to changes in prices, which are estimated to have risen by 2 per cent over the year.

The sales of men's wear shops appear to have been particularly depressed in October 1968, with sales only 1 per cent higher than in the same month in 1967 – and, indeed, in 1966. Women's wear shops and footwear shops, on the other hand, managed to maintain much the same rate of increase between October 1967 and 1968 as had been achieved between the two September periods.

Durable goods shops

There was some recovery in the seasonally adjusted index of the value of sales of durable goods shops, which had fallen from 112 in August to 109 in September and rose to 113 in October. The October figure was 4 per cent higher than in October 1967, when sales had been rising, largely as a result of the easing of hire purchase controls at the end of August of that year. Prices are estimated to have risen by about 6 per cent over the year, so the volume of sales in October was nearly 2 per cent lower than in October 1967.

Table 3. Value of retail sales (not seasonally adjusted) – analysis by form of organization

October – Index numbers of values of sales per week (current prices) and percentage changes on a year earlier (a).
Figures for earlier periods appeared in the *Board of Trade Journals* of April 5 and August 9, 1968. 1966 = 100

	Total all retailers	Independent retailers	Multiple retailers	Co-operative societies
	%	%	%	%
ALL KINDS OF BUSINESS	111 + 5	105 + 4	117 + 8	102 + 5
FOOD SHOPS	108 + 7	103 + 4	120 +11	103 + 7
Grocers	111 + 8 (f)	104 + 3	125 +14	104 + 9(f)
Butchers	107 + 6	..	..	..
Greengrocers, fruiterers	87 + 2	86 + 2	100 +14	79 — 4
Fishmongers, poulterers	101 + 2	..	..	..
Bread and flour confectioners	112 + 5(g)	113 + 5	111 + 5	..
Off-licences	106 + 6	102 + 6	109 + 7	..
Dairymen	111 + 5	..	..	109 + 5
NON-FOOD SHOPS	112 + 5	..	..	..
Clothing and footwear shops	106 + 3	105 + 2	109 + 4	90 — 3
Footwear shops	111 + 3	115 + 5	111 + 3	94 — 5
Men's and boys' wear shops	94 + 1	90 + 1	99 + 2	72 — 9
Women's, girls' and infants' wear, drapery and general clothing shops	109 + 3	108 + 1	112 + 6	94 — 2
Large (c)	—	114 + 1	—	—
Medium (c)	—	110 + 1	—	—
Small (c)	—	105 + 2	—	—
Durable goods shops	121 + 4	115 + 4	132 + 5	102 — 3
Furniture shops	113 + 2	112 + 3	117 — 1	—
Large (c)	—	107 + 4	—	—
Medium and small (c)	—	114 + 3	—	—
Other durable goods shops	129 + 6	119 + 6	138 + 6	—
Electricity showrooms	169 + 24	—	169 +24	—
Gas showrooms	128 — 6	—	128 — 6	—
Radio and television rental specialists	..	..	127 +13	—
Radio and electrical goods shops (including radio and cycle shops and perambulator shops)*	125 + 3	—	—	—
Miscellaneous non-food shops (b)	107 + 5	..	..	..
Confectioners, tobacconists, newsagents	104 + 3	105 + 4	104 — 2	—
Booksellers, stationers	..	112 + 6	..	—
Chemists, photographic goods dealers (d)	104 + 9	104 + 8	106 +10	90 + 4
Jewellers	105 +10	105 + 9	106 +18	—
Leather goods, sports goods, toys and fancy goods shops	98 + 6	..	..	—
Ironmongers and hardware shops	109 + 4	108 + 5	112 + 2	—
Other miscellaneous non-food shops	—	102 Nil	—	—
Department stores	116 + 7	—	—	—
Mail order businesses	143 + 7	—	—	—

* Rental specialists are no longer included in this kind of business.

The value of the sales of furniture shops increased by 2 per cent between October 1967 and 1968, whereas there had been a fall in September; for multiple radio and television rental specialists there was a 13 per cent increase in October, compared with 8 per cent in September. Largely as a result of a special sales campaign, the turnover of electricity showrooms increased by 24 per cent in October over a year earlier, the same increase as had been recorded for September. These increases came on top of substantial sales made in the same months of 1967.

Other non-food shops

The value of the sales of other non-food shops in October revived somewhat, after allowing for seasonal influences, from the fall between August and September 1968. Department store sales in October 1968 were 7 per cent higher than in October 1967, only marginally less than the 8 per cent increase recorded in the third quarter over the sales of a year earlier. Mail order houses also recorded a 7 per cent increase in turnover between October 1967 and 1968, but this was rather higher than the increase between the third quarters of 1967 and 1968. October 1967 had been a particularly good month for the turnover of this kind of business.

The sales of miscellaneous non-food shops are dominated by confectioners and tobacconists, whose sales in October were only 3 per cent higher than in October 1967; after allowing for price changes this is equivalent to a fall in the volume of sales over the year approaching 4 per cent. Some of these sales may have been lost to grocery shops.

(*Continued on next page*)

RETAIL SALES, *continued*

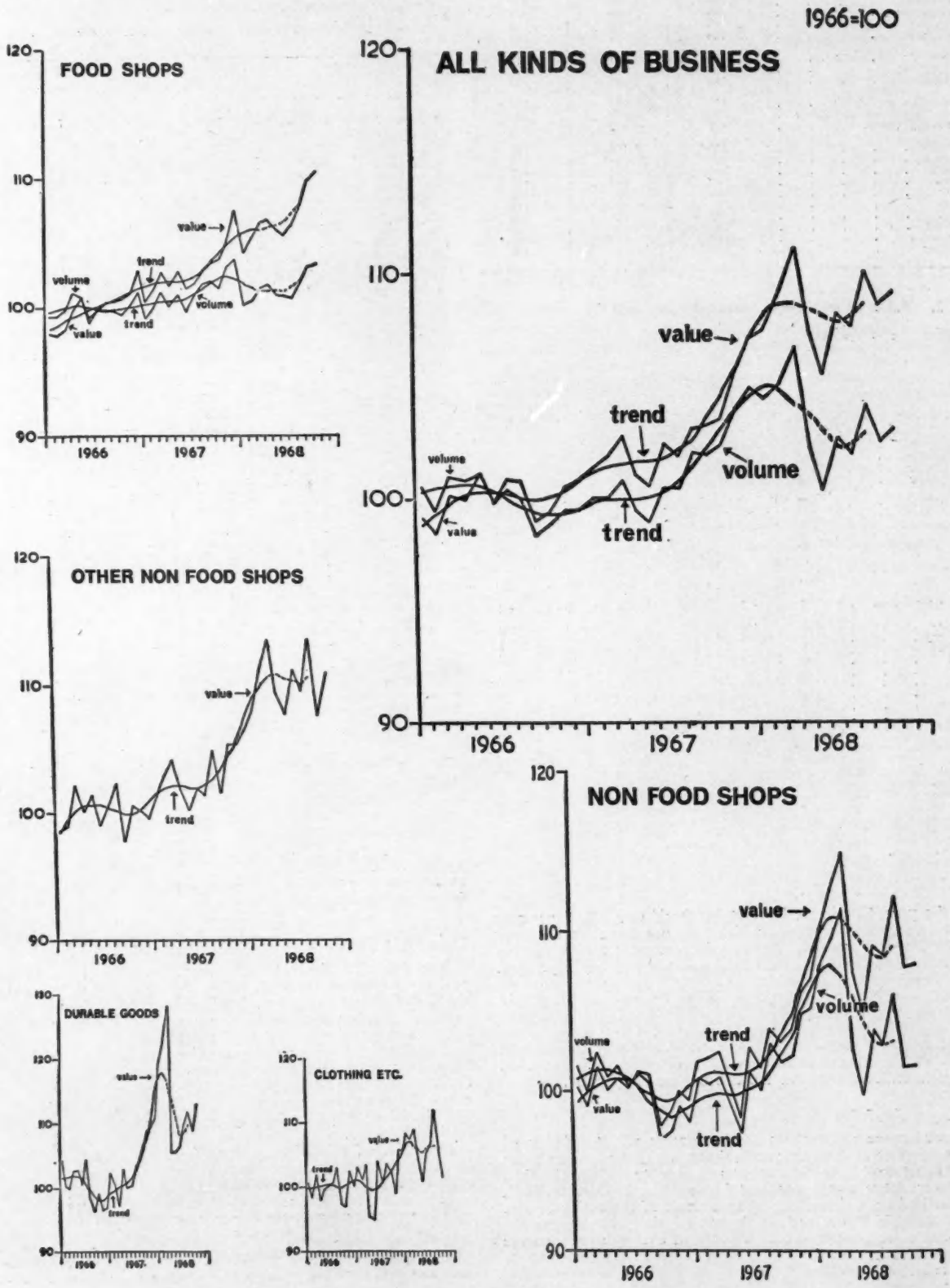

Table 4. Index numbers of sales per week (not seasonally adjusted) and percentage changes on a year earlier (a)

(i) Analysis by broad groups: value and volume.

1966 = 100

Sales in 1966 – provisional estimates (£ million)	All kinds of business (£11,372)				Food shops (£4,952)				Non-food shops											
									Total (£6,420)				Clothing and footwear shops (£1,727)		Durable goods shops (£1,176)		Miscellaneous non-food shops (b) (£2,542)		Department stores (£544)		Mail order businesses (£431)	
	Value		Volume*		Value		Volume*		Value		Volume*											
1967 Year	103	+ 3	101	+ 1	103	+ 3	101	+ 1	103	+ 3	102	+ 2	102	+ 2	104	+ 4	103	+ 3	104	+ 4	106	+ 6
1966 1st quarter	92		93		96		98		88		89		83		96		88		87		88	
2nd quarter	97		97		99		99		96		96		98		95		95		92		96	
3rd quarter	97		97		98		98		96		96		95		97		99		95		87	
4th quarter	114		113		106		106		120		118		124		112		118		125		129	
1967 1st quarter	94	+ 3	93	Nil	100	+ 4	99	+ 1	90	+ 2	88	— 1	84	+ 2	94	— 2	91	+ 3	88	+ 1	93	+ 5
2nd quarter	98	+ 1	97	— 1	101	+ 2	99	Nil	96	Nil	95	— 2	97	— 1	94	— 1	96	+ 1	93	Nil	101	+ 6
3rd quarter	100	+ 3	98	+ 2	100	+ 2	99	+ 2	99	+ 3	98	+ 2	97	+ 2	102	+ 5	101	+ 2	99	+ 4	91	+ 4
4th quarter	120	+ 5	118	+ 4	111	+ 4	108	+ 2	127	+ 6	125	+ 6	129	+ 4	125	+12	123	+ 5	135	+ 8	140	+ 8
1968 1st quarter	101	+ 7	98	+ 5	103	+ 4	99	+ 1	99	+10	97	+ 9	89	+ 6	116	+24	97	+ 7	100	+14	102	+10
2nd quarter	104	+ 6	99	+ 2	106	+ 4	100	+ 1	103	+ 7	98	+ 3	104	+ 6	99	+ 5	104	+ 9	99	+ 7	109	+ 8
3rd quarter	106	+ 6	100	+ 1	105	+ 5	100	Nil	106	+ 7	100	+ 2	102	+ 6	108	+ 6	109	+ 8	107	+ 8	95	+ 5
1968 August	105	+ 7	99	+ 2	107	+ 5	101	Nil	104	+ 8	98	+ 4	100	+ 8	106	+ 8	111	+ 9	94	+ 9	91	+ 7
September	105	+ 5	99	+ 1	105	+ 6	99	+ 1	105	+ 5	99	Nil	101	+ 4	107	+ 3	107	+ 7	104	+ 5	104	+ 3
October	110	+ 5	104	+ 1	108	+ 7	103	+ 2	112	+ 5	106	Nil	106	+ 3	121	+ 4	107	+ 5	116	+ 7	143	+ 7
1968 Year to date†		+ 6		+ 3		+ 5		+ 1		+ 8		+ 4		+ 6		+10		+ 7		+ 9		+ 8

(ii) Analysis by kind of business: value only.

Sales in 1966 – provisional estimates (£ million)	Food shops										Clothing and footwear shops			
	Grocers (f) (£2,919)		Butchers (£724)		Greengrocers, fruiterers (£312)		Fishmongers, poulterers (£82)		Bread and flour confectioners (g) (£254)		Off-licences (£217)		Dairymen (£444)		Footwear shops (£268)		Men's and boys' wear shops (£326)		Women's wear shops (£1,097)	
1967 Year	103	+ 3	101	+ 1	101	+ 1	99	— 1	104	+ 4	106	+ 6	104	+ 4	102	+ 2	100	Nil	102	+ 2
1966 1st quarter	96		101		92		98		97		81		99		79		87		82	
2nd quarter	99		96		113		102		99		83		100		105		99		97	
3rd quarter	98		96		102		97		100		87		99		97		95		95	
4th quarter	106		107		93		103		104		149		102		119		119		127	
1967 1st quarter	100	+ 4	102	+ 2	96	+ 4	100	+ 2	100	+ 4	87	+ 7	102	+ 3	81	+ 3	87	Nil	84	+ 2
2nd quarter	101	+ 2	98	+ 2	111	— 2	99	— 3	103	+ 3	87	+ 4	105	+ 5	102	— 3	97	— 3	97	Nil
3rd quarter	101	+ 3	96	— 1	103	+ 1	94	— 3	104	+ 4	91	+ 6	104	+ 5	99	+ 3	97	+ 2	96	+ 2
4th quarter	111	+ 4	110	+ 3	93	Nil	103	Nil	110	+ 6	157	+ 5	108	+ 5	125	+ 5	121	+ 2	132	+ 4
1968 1st quarter	104	+ 4	106	+ 3	93	— 3	99	— 1	105	+ 5	97	+11	108	+ 6	84	+ 3	93	+ 6	89	+ 6
2nd quarter	107	+ 5	101	+ 3	107	— 3	100	+ 1	111	+ 8	92	+ 6	107	+ 2	106	+ 4	102	+ 5	104	+ 7
3rd quarter	107	+ 6	100	+ 5	102	Nil	95	+ 1	111	+ 7	100	+ 9	109	+ 5	103	+ 3	102	+ 5	102	+ 6
1968 August	108	+ 5	100	+ 5	109	Nil	95	Nil	112	+ 7	99	+ 9	107	+ 5	96	+ 6	103	+ 7	100	+ 9
September	107	+ 7	102	+ 5	91	+ 2	93	+ 2	111	+ 7	100	+ 9	109	+ 5	106	+ 3	97	+ 5	101	+ 3
October	111	+ 8	107	+ 6	87	+ 2	101	+ 2	112	+ 5	106	+ 6	111	+ 5	111	+ 3	94	+ 1	109	+ 3
1968 Year to date†		+ 5		+ 4		— 2		Nil		+ 6		+ 9		+ 4		+ 4		+ 5		+ 6

Sales in 1966 – provisional estimates (£ million)	Durable goods shops										Miscellaneous non-food shops											
	Furniture shops (£486)		Electricity showrooms (£65)		Gas showrooms (£92)		Radio and television rental specialists§ (£109)		Radio and electrical goods, etc., shops (e) (£333)		Confectioners, tobacconists, newsagents (£1,030)		Booksellers, stationers‡ (£79)		Chemists, photographic goods dealers(d) (£350)		Jewellers (£116)		Leather goods, sports goods, toys and fancy goods shops (£123)		Ironmongers and hardware shops (£298)		Other miscellaneous non-food shops (h) (£100)	
1967 Year	100	Nil	116	+16	108	+ 8	109	+ 9	108	+ 8	103	+ 3	105	+ 5	103	+ 3	104	+ 4	102	+ 2	102	+ 2	103	+ 3
1966 1st quarter	94		91		95		106		97		94		93		86		78		70		93		95	
2nd quarter	99		95		94		98		89		96		84		96		83		84		99		104	
3rd quarter	99		98		101		98		94		101		91		102		96		103		98		93	
4th quarter	109		115		110		99		120		109		132		117		142		143		110		107	
1967 1st quarter	89	— 5	99	+ 8	98	+ 4	110	+ 5	96	Nil	97	+ 4	97	+ 4	87	+ 1	79	+ 1	72	+ 3	95	+ 2	98	+ 2
2nd quarter	93	— 6	104	+10	99	+ 5	103	+ 6	91	+ 2	98	+ 1	88	+ 5	96	+ 1	83	— 1	83	— 2	99	Nil	105	+ 1
3rd quarter	98	— 1	116	+19	111	+10	107	+10	104	+10	103	+ 2	96	+ 5	105	+ 3	97	+ 1	103	+ 1	101	+ 2	96	+ 3
4th quarter	118	+ 9	143	+24	124	+13	115	+16	140	+17	114	+ 4	137	+ 4	123	+ 5	158	+11	151	+ 5	116	+ 5	113	+ 6
1968 1st quarter	106	+19	154	+56	128	+31	127	+15	122	+27	100	+ 3	105	+ 8	95	+ 9	102	+38	76	+ 6	101	+ 7	104	+ 6
2nd quarter	99	+ 6	110	+ 6	101	+ 3	109	+ 6	99	+ 6	106	+ 3	93	+ 6	104	+ 8	92	+11	90	+ 9	107	+ 9	113	+ 8
3rd quarter	101	+ 3	137	+18	112	+ 1	119	+11	111	+ 6	111	+ 8	105	+10	113	+ 7	106	+ 9	111	+ 8	106	+ 5	100	+ 4
1968 August	100	+ 6	131	+18	107	— 1	121	+14	111	+ 9	112	+ 8	107	+12	119	+10	109	+10	121	+10	110	+ 6	98	+ 6
September	97	— 1	148	+24	123	+ 3	117	+ 8	110	+ 3	110	+ 8	107	+ 7	106	+ 6	105	+ 6	113	+ 7	104	+ 4	100	+ 1
October	113	+ 2	169	+24	128	— 6	127	+13	125	+ 3	104	+ 3	112	+ 6	104	+ 9	105	+10	98	+ 6	109	+ 4	102	Nil
1968 Year to date†		+ 8		+26		+ 9		+11		+12		+ 6		+ 8		+15				+ 7		+ 7		+ 5

* Average 1966 prices. ‡ Independent retailers only. †January-October. §Multiple retailers only.

Footnote to Tables:

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by October 1968 sales was the four weeks from September 29, 1968 to October 26, 1968, the corresponding period in 1967 was from October 1, 1967 to October 28, 1967. As the figures are based on the values of sales they are affected by price movements, including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published seperately.

(c) These descriptions are based on 1961 turnover groupings. Large denotes shops with sales of £100,000 and over in 1961. Medium denotes shops with sales of £25,000 and under £100,000 in 1961. Small denotes shops with sales of under £25,000 in 1961.

(d) These index figures do not reflect chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and/or electrical goods shops, radio and cycle shops, cycle shops and perambulator shops.

(f) Including bakery departments of co-operative cycle.

(g) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

(h) Figures cover sales by florists, nurserymen and garden seedsmen, pet and pet food shops, pawnbrokers, general second-hand dealers and certain other miscellaneous non-food shops.

Hire purchase and other instalment credit business in October

IN THE FOUR MONTHS ended October instalment credit extended by finance houses and the instalment credit sales of durable goods shops, making allowance for seasonal factors, were on average, 22 per cent and 9 per cent higher than the average levels in the second quarter of the year. As a result, on a seasonally adjusted basis, debt outstanding to finance houses and durable goods shops, which fell by £28 million in the second quarter rose by £18 million in the four months ended October.

Finance houses

New instalment credit extended by finance houses in October was, seasonally adjusted, somewhat higher than in the third quarter of the year thus maintaining the higher level of business which followed the lower levels of the second quarter. The revival did not, however, carry new business to the levels reached a year earlier when, following the loosening of hire purchase controls in June and August 1967 new credit extended was very high. Compared with a year earlier new credit advanced in October was 13 per cent below October 1967, a similar decrease to that recorded in the third quarter's comparison. For new cars the decrease was 28 per cent and for used cars 20 per cent.

Durable goods shops and department stores

Seasonally adjusted, the instalment credit sales of durable goods shops in October maintained the higher level reached in August and September. This represented some revival in business since the fall following the March Budget. Compared with a year earlier there was a small decrease in sales in October in contrast to the increase of 4 per cent in the third quarter, perhaps reflecting the increasing trend of business in the latter months of last year. Furniture shops which, between June and August, had shown smaller increases on a year earlier than other durable goods shops, recorded decreases of 9 per cent in September and October. The relative buoyancy of other durable goods shops sales in September and October is partly due to a continuing sales campaign launched by electricity showrooms.

Instalment credit sales by department stores were 2 per cent lower than in October 1967, following a decrease of 1 per cent in September; as with durable goods shops, the comparisons are affected by the more buoyant conditions prevailing after August 1967.

The debt outstanding to durable goods shops and department stores, on a seasonally adjusted basis, increased by £3 millllion in the month, after falling successively in the second and third quarters by £4 million and £1 million, respectively.

Other instalment credit retailers

The instalment credit sales of mail order houses, which account for the greater part of the credit business of this group of traders were, in October, 7 per cent higher than a year earlier, an increase similar to the average growth rate recorded so far this year.

Debt outstanding to this group of retailers rose by £6 million in the month largely owing to seasonal factors.

Table 1. Hire purchase and other instalment credit business

Seasonally adjusted series.

	Finance Houses		Durable Goods Shops		Total of instalments outstanding to finance houses, durable goods shops and department stores	
	New instalment credit extended per calendar month Index (Average 1961 = 100)	Instalments outstanding at end of period £ million	Instalment credit sales per week Index (Average 1961 = 100)	Instalments outstanding at end of period £ million	Amount at end of period £ million	Change in period £ million
1961	100	618	100	289	934	— 11
1962	86	569	105	290	887	— 47
1963	97	614	114	315	959	+ 72
1964	124	754	116	330	1,115	+156
1965	127	836	112	329	1,196	+ 81
1966	108	756	93	278	1,063	—133
1967	120	742	94	248	1,018	— 45
1966 1st quarter	128	841	104	324	1,194	— 2
2nd quarter	120	830	95	313	1,171	— 23
3rd quarter	98	799	88	298	1,124	— 47
4th quarter	86	756	83	278	1,063	— 61
1967 1st quarter	92	719	87	266	1,011	— 52
2nd quarter	101	687	88	255	967	— 44
3rd quarter	141	707	96	247	979	+ 12
4th quarter	147	742	105	248	1,018	+ 39
1968 1st quarter	138	769	120	252	1,049	+ 31
2nd quarter	106	745	92	249	1,021	— 28
3rd quarter	125	754	99	249	1,029	+ 8
1967 September	155	707	101	247	979	+ 10
October	161	723	104	247	995	+ 16
November	167	740	106	247	1,013	+ 18
December	114	742	106	248	1,018	+ 5
1968 January	137	750	108	246	1,025	+ 7
February	139	758	118	249	1,035	+ 10
March	138	769	130	252	1,049	+ 14
April	103	760	89	252	1,040	— 9
May	116	755	91	251	1,034	— 6
June	100	745	95	249	1,021	— 13
July	127*	745*	94	246	1,018*	— 3*
August			103	247		
September	121	754	101	249	1,029	+ 11
October	143	761	103	251	1,039	+ 10
3 months ended June 1968	106	745	92	249	1,021	— 28
4 months ended October 1968	130	761	100	251	1,039	+ 18
Percentage change	+ 22	—	+ 9	—	—	—

*NOTE: Figures for July and August have been combined.

Table 2. Hire purchase and other instalment credit extended and repaid

Seasonally adjusted series. £ million

Period	New Credit Extended: By Shops (a)	By Finance Houses	Total	Repayments	Change in debt
1964	314	711	1,025	869	+156
1965	306	727	1,033	952	+ 81
1966	235	621	856	989	—133
1967	235	689	924	969	— 45
1964 1st Qtr.	82*	167	249	212	+ 37
2nd Qtr.	75	170	245	211	+ 34
3rd Qtr.	77	182	259	219	+ 40
4th Qtr.	80	192	272	227	+ 45
1965 1st Qtr.	79	183	262	230	+ 32
2nd Qtr.	76	186	262	237	+ 25
3rd Qtr.	75	180	255	244	+ 11
4th Qtr.	76	178	254	241	+ 13
1966 1st Qtr.	69	184	253	255	— 2
2nd Qtr.	61	173	234	257	— 23
3rd Qtr.	55	141	196	243	— 47
4th Qtr.	50	123	173	234	— 61
1967 1st Qtr.	53	132	185	237	— 52
2nd Qtr.	53	145	198	242	— 44
3rd Qtr.	61	201	262	250	+ 12
4th Qtr.	68	211	279	240	+ 39
1968 1st Qtr.	77	198	275	244	+ 31
2nd Qtr.	59	153	212	240	— 28
3rd Qtr.	64	180	244	236	+ 8

(a) Durable goods shops and department stores; not including other instalment credit retailers.
*Fourteen weeks.

Export orders received since devaluation by the APT Electronic Industries Group are 200 per cent up on the same period last year. To meet this increase, production facilities for power supplies, data processing equipment and language laboratories have had to be expanded by the full utilization of spare capacity which has become available at the Ascot works (Fernbank Road) of its subsidiary, Path Engineering Co. Ltd. Photograph illustrates the expanded assembly and wiring programme at APT's Past Engineering works in Ascot which includes the wiring of Cybervox language laboratories for the United States.

Table 3. Hire purchase and other credit instalments outstanding

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1966	327	324	316	311	309	301	298	292	286	281	280	278
	1967	273	267	260	255	252	247	245	241	239	240	243	248
	1968	246	247	247	245	245	241	239	239	240	243		
Department stores	1966	31	30	29	29	28	28	28	27	27	27	27	29
	1967	28	26	26	26	25	25	25	25	25	25	26	28
	1968	29	28	28	28	28	27	27	26	26	27		
Finance houses	1966	836	839	840	849	860	863	869	853	829	806	785	756
	1967	742	730	719	715	712	716	726	731	734	744	755	742
	1968	744	753	766	768	773	774	778	783	781	781		
Total of above	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142	1,114	1,092	1,063
	1967	1,043	1,023	1,005	996	989	988	996	997	998	1,009	1,024	1,018
	1968	1,019	1,028	1,041	1,041	1,046	1,042	1,044	1,048	1,047	1,051		

Table 3a. Hire purchase and other credit instalments outstanding: other instalment credit retailers

£ million, end of perod

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total as shown in Table 3	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142	1,114	1,092	1,063
	1967	1,043	1,023	1,005	996	989	988	996	997	998	1,009	1,024	1,018
	1968	1,019	1,028	1,041	1,041	1,046	1,042	1,044	1,048	1,047	1,051		
Other instalment credit retailers*	1966	180	174	172	171	173	171	167	163	165	170	180	198
	1967	188	184	181	179	178	175	170	167	168	173	186	208
	1968	196	191	189	190	188	187	182	179	179	185		
Grand Total	1966	1,374	1,367	1,357	1,360	1,370	1,363	1,362	1,335	1,307	1,284	1,272	1,261
	1967	1,231	1,207	1,186	1,175	1,167	1,163	1,166	1,164	1,166	1,182	1,210	1,226
	1968	1,215	1,219	1,230	1,231	1,234	1,229	1,226	1,227	1,226	1,236		

*Comprising general stores (other than department stores), general mail-order houses and co-operative non-durable goods departments.

(Continued on next page)

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1968, but any later changes known to have come into operation are shown. 37*s.* 6*d.* (*by post* 38*s.* 6*d.*)

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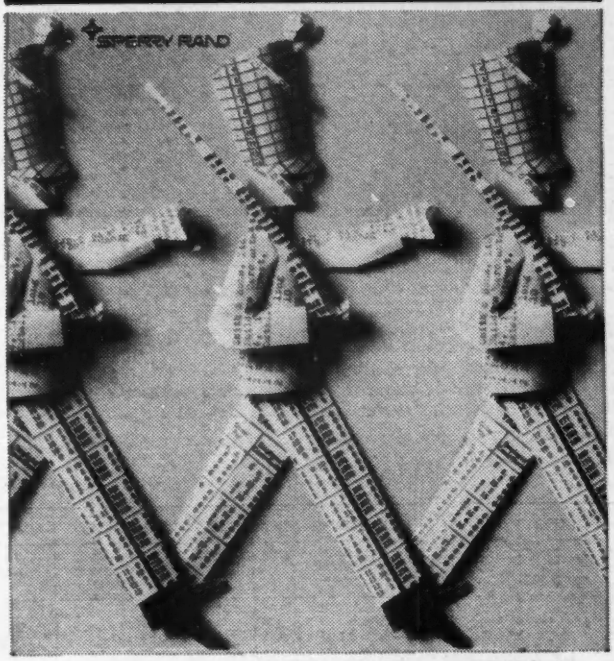

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Table 4. Retailers: Instalment credit sales of selected kinds of business
Index numbers of value of goods sold on hire purchase and other instalment credit per week and percentage changes compared with a year earlier

Average of 1961 = 100

Kind of business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops Total (b) (£303)		Department Stores (£54)		Other Instalment Credit Retailers: Other General Stores (c) (£72)		General Mail Order Houses (£201)		Co-operative Societies non-durable goods departments (£43)		Total of Selected Kinds of Business (d) (£673)	
1965 Year	112	— 5	104	..	133	..	165	..	95	..	128	..
1966 Year	93	—17	103	— 1	125	— 6	184	+11	93	— 2	124	— 3
1967 Year	94	+ 2	108	+ 5	119	— 4	195	+ 6	92	— 2	128	+ 3
1967 1st quarter	81	—17	89	— 6	90	— 6	170	+ 5	69	— 2	108	— 6
2nd quarter	83	— 8	96	— 1	110	— 8	186	+ 6	84	— 3	118	— 1
3rd quarter	93	+ 7	100	+ 8	103	— 4	167	+ 4	82	— 1	116	+ 5
4th quarter	122	+25	148	+15	175	— 1	256	+ 8	131	— 2	170	+12
1968 1st quarter	111	+38	105	+18	96	+ 7	188	+10	69	Nil	129	+20
2nd quarter	86	+ 4	104	+ 8	110	Nil	201	+ 8	85	+ 2	124	+ 6
3rd quarter	96	+ 4	102	+ 3	102	— 1	175	+ 5	84	+ 2	120	+ 4
1967 January	82	—23	101	—16	82	—11	134	+17	60	— 4	98	— 8
February	82	—16	81	— 1	88	— 5	180	+12	61	— 2	110	— 2
March (a)	78	—12	86	+ 1	97	— 4	191	— 5	84	— 1	115	— 7
April	83	— 8	96	— 2	105	—10	185	+14	80	— 5	116	+ 1
May	86	— 9	104	— 3	118	— 9	194	— 1	93	— 2	123	— 5
June (a)	80	— 8	90	+ 1	108	— 5	180	+ 5	80	— 1	114	— 1
July	89	— 8	110	Nil	103	— 7	154	+ 4	85	— 2	111	— 2
August	88	+11	86	+11	92	— 5	156	+ 6	75	— 3	108	+ 6
September (a)	100	+18	102	+15	111	— 2	186	+ 4	85	+ 3	126	+ 8
October	116	+22	125	+15	130	— 4	247	+11	86	— 4	155	+13
November	124	+27	136	+16	172	— 1	269	+ 5	112	— 5	172	+10
December (a)	125	+26	175	+15	213	+ 1	254	+ 9	183	+ 1	181	+12
1968 January	104	+27	121	+20	86	+ 4	141	+ 6	60	+ 1	112	+15
February	112	+36	95	+21	93	+ 6	196	+ 9	65	+ 7	131	+19
March (a)	117	+50	98	+15	105	+ 8	219	+14	80	— 5	142	+24
April	83	+ 1	102	+ 7	108	+ 3	188	+ 2	86	+ 7	119	+ 2
May	88	+ 3	109	+ 5	113	— 4	208	+ 7	88	— 6	128	+ 4
June (a)	87	+ 8	101	+12	109	+ 1	205	+14	83	+ 4	125	+10
July	94	+ 6	116	+ 5	103	Nil	164	+ 6	86	+ 2	117	+ 5
August	93	+ 6	91	+ 5	93	+ 1	167	+ 7	80	+ 6	114	+ 6
September (a)	100	Nil	101	— 1	109	— 2	191	+ 3	84	— 1	127	+ 1
October	115	— 1	123	— 2	130	+ 1	263	+ 7	84	— 2	159	+ 3

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops (Total): Total (£303)		Independents (£110)		Multiples (£161)		Co-operative Societies (£32)		Furniture Shops: Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Other Durable Goods Shops: Total (excluding Co-operative Societies) (£143) (e)		Radio and electrical, etc. goods shops (f) (£82)	
1965 Year	112	— 5	101	Nil	118	— 8	117	— 4	109	+ 1	110	— 4	108	+ 7	113	—10	96	—15
1966 Year	93	—17	82	—19	100	—15	95	—19	93	—15	94	—15	92	—15	92	—19	76	—21
1967 Year	94	+ 2	81	— 1	104	+ 4	91	— 4	88	— 5	86	— 8	90	— 2	101	+ 9	82	+ 7
1967 1st quarter	81	—17	71	—21	88	—13	79	—26	76	—21	73	—23	78	—18	85	—12	70	—18
2nd quarter	83	— 8	69	—12	93	— 5	80	—16	76	—16	74	—20	79	—11	89	+ 1	68	— 6
3rd quarter	93	+ 7	78	+ 7	103	+ 8	89	+ 5	84	— 5	79	—12	88	+ 2	101	+19	81	+24
4th quarter	122	+25	105	+23	134	+26	116	+26	117	+20	118	+20	117	+19	127	+30	107	+33
1968 1st quarter	111	+38	98	+39	121	+39	107	+36	96	+27	92	+26	100	+28	125	+48	101	+46
2nd quarter	86	+ 4	71	+ 3	98	+ 6	77	— 4	80	+ 5	80	+ 8	81	+ 3	93	+ 5	72	+ 6
3rd quarter	96	+ 4	79	+ 1	109	+ 6	90	+ 1	83	— 1	79	Nil	86	— 2	109	+ 8	84	+ 4
1967 January	82	—23	76	—27	87	—20	83	—29	78	—26	72	—30	84	—23	86	—20	72	—27
February	82	—16	72	—20	90	—12	75	—24	77	—21	79	—24	75	—18	87	—10	74	—15
March (a)	78	—12	65	—16	87	— 6	78	—23	72	—14	69	—15	76	—14	83	— 7	64	—11
April	83	— 8	70	—13	93	— 3	75	—18	78	—13	76	—16	79	—10	89	— 2	68	—11
May	86	— 9	71	—13	96	— 5	84	—20	76	—19	73	—25	79	—14	94	+ 3	72	— 5
June (a)	80	— 8	67	—11	89	— 5	81	—11	76	—15	74	—20	78	—10	84	+ 1	66	— 2
July	89	— 8	77	—11	97	— 6	90	—12	81	—18	75	—23	87	—14	96	+ 2	77	+ 4
August	88	+11	72	+14	99	+11	81	+ 8	78	— 3	73	—13	83	+ 8	98	+25	76	+32
September (a)	100	+18	84	+21	111	+17	94	+21	90	+ 7	88	— 1	93	+14	109	+29	88	+36
October	116	+22	97	+21	129	+22	117	+29	107	+16	107	+15	107	+18	124	+26	101	+34
November	124	+27	106	+29	136	+27	122	+26	116	+24	110	+20	122	+26	130	+31	106	+33
December (a)	125	+26	111	+20	137	+30	111	+22	126	+20	133	+24	120	+15	127	+32	114	+31
1968 January	104	+27	99	+30	105	+23	111	+34	94	+20	83	+15	104	+24	111	+31	97	+36
February	112	+35	99	+38	121	+35	108	+44	96	+24	97	+22	94	+25	127	+45	106	+43
March (a)	117	+50	96	+47	134	+54	103	+32	99	+36	95	+38	102	+35	136	+64	102	+58
April	82	— 1	69	— 1	95*	+ 2	75	Nil	81	+ 4	84	+11	78	— 2	87	— 2	70	+ 2
May	88	+ 3	72	+ 2	101	+ 6	78	— 8	81	+ 6	81	+11	81	+ 2	98	+ 3	77	+ 7
June (a)	87	+ 8	72	+ 8	98	+10	77	— 5	80	+ 5	76	+ 2	83	+ 7	95	+13	70	+ 7
July	94	+ 6	81	+ 5	103	+ 7	93	+ 3	86	+ 5	82	+ 9	90	+ 3	102	+ 7	79	+ 3
August	93	+ 6	77	+ 6	106	+ 7	85	+ 6	81	+ 4	77	+ 5	85	+ 3	106	+ 8	85	+11
September (a)	100	Nil	79	— 6	116	+ 4	90	— 4	82	— 9	80	— 9	84	— 9	118	+ 8	88	Nil
October	115	— 1	98	+ 1	128	— 1	106	— 9	97	— 9	90	—16	103	— 3	133	+ 7	103	+ 2

(a) Average of five weeks. (b) Comprises furniture shops, radio and electrical goods shops (including radio and television rental specialists), cycle and perambulator shops, gas and electricity showrooms and co-operative societies, durable goods departments. (c) Includes credit traders calling on customers. (d) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments). (e) Comprises electricity and gas showrooms, radio and electrical goods shops (including radio and television rental specialists). (f) Comprises radio and electrical goods shops, cycle and perambulator shops.
*Revised figure.

(*Continued on next page*)

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HIRE PURCHASE, *continued*

Finance houses: new instalment credit extended

Table 5. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month and percentage changes compared with a year earlier

Monthly average 1961 = 100

(Value in 1961)	Private cars – new (£93 million)		Private cars – used (£190 million)		Commercial motor vehicles – new and used (£89 million)		Motor-cycles, side-cars, power assisted cycles (£38 million)		Caravans new and used (£12 million)		Farm equipment and tractors (£12 million)		Industrial and building plant and equipment (£48 million)		Household goods (a) (£59 million)		Other goods (£33 million)		All goods (£574 million)	
1965 Year	172	+ 1	136	+ 7	91	— 5	59	— 14	123	+11	103	— 2	176	+16	70	—27	156	+21	127	+ 2
1966 Year	132	— 23	117	— 14	87	— 4	42	— 29	121	— 2	109	+ 6	158	—10	57	—20	140	—11	108	— 15
1967 Year	152	+ 16	137	+ 17	90	+ 3	44	+ 5	115	— 5	110	Nil	180	+14	59	+ 4	131	— 6	120	+ 11
1967 1st quarter	110	— 36	95	— 30	80	—23	22	— 53	97	—11	94	+ 1	172	— 4	55	—16	129	—21	94	— 26
2nd quarter	140	— 25	135	— 17	100	— 9	59	— 10	137	—14	99	—14	203	+14	53	— 7	135	— 5	122	— 13
3rd quarter	183	+ 67	177	+ 70	88	+13	57	+ 47	138	Nil	133	Nil	177	+25	56	+11	124	— 2	139	+ 44
4th quarter	177	+202	144	+111	91	+52	39	+126	89	+16	114	+17	169	+28	72	+34	135	+ 6	126	+ 81
1968 1st quarter	184	+ 67	155	+ 63	116	+45	44	+ 96	134	+38	92	— 2	192	+12	74	+36	164	+28	139	+ 48
2nd quarter	135	— 3	142	+ 6	106	+ 6	53	— 9	170	+24	91	— 9	185	— 9	63	+17	163	+21	125	+ 3
3rd quarter	143	— 22	144	— 19	89	— 1	54	— 5	172	+25	111	—17	155	—12	66	+18	144	+16	122	— 12
1967 January	107	— 37	78	— 31	73	—24	16	— 55	61	—18	81	Nil	160	— 8	62	—19	145	—15	86	— 26
February	106	— 35	95	— 29	75	—21	22	— 54	88	—13	85	— 9	153	—11	50	—21	118	—23	90	— 26
March	117	— 37	112	— 30	92	—22	29	— 51	141	— 7	116	+ 9	204	+ 7	53	— 6	122	—25	107	— 24
April	118	— 36	111	— 26	93	—16	44	— 26	125	—14	107	+ 3	221	+19	48	—13	133	— 1	109	— 19
May	134	— 35	126	— 25	107	— 8	70	+ 6	137	—17	88	—29	195	+10	57	— 2	128	—11	119	— 19
June	167	— 2	167	— 1	99	— 2	62	— 11	150	—12	103	—12	193	+13	55	— 5	144	— 3	137	— 1
July	194	+ 1	181	+ 14	90	—14	61	— 4	143	—20	133	— 7	170	— 2	54	— 7	125	—16	142	+ 2
August	175	+135	168	+114	88	+35	57	+104	138	+20	136	— 5	175	+34	55	+17	121	Nil	134	+ 72
September	181	+189	182	+141	86	+36	54	+108	132	+11	129	+17	186	+53	60	+29	126	+13	141	+ 93
October	208	+229	182	+155	105	+65	52	+144	113	+19	121	+ 5	189	+42	71	+47	133	+ 9	149	+106
November	228	+226	172	+135	96	+45	40	+138	87	+12	132	+28	183	+34	75	+36	142	+ 9	147	+ 94
December	94	+123	78	+ 29	72	+43	26	+ 85	66	+17	88	+19	134	+ 6	69	+22	131	+ 1	83	+ 36
1968 January	163	+ 53	123	+ 58	106	+45	32	+102	94	+54	78	— 4	193	+21	84	+37	174	+21	124	+ 43
February	181	+ 71	158	+ 67	101	+35	45	+107	125	+42	90	+ 6	175	+15	65	+31	147	+25	134	+ 50
March	207	+ 76	183	+ 63	141	+54	54	+ 85	182	+29	107	— 8	208	+ 2	74	+40	171	+40	160	+ 50
April	124	+ 5	137	+ 23	101	+ 9	52	+ 19	147	+17	88	—17	174	—22	63	+33	165	+24	120	+ 10
May	149	+ 11	156	+ 24	121	+13	55	— 21	191	+39	99	+12	220	+13	68	+19	183	+43	140	+ 18
June	133	— 21	134	— 20	94	— 5	53	— 14	172	+15	85	—18	160	—17	56	+ 2	142	— 2	116	— 15
July	126	— 35	158	— 13	99	+10	57	— 6	189	+32	108	—19	169	— 1	69	+28	165	+32	128	— 9
August	178	+ 2	146	— 13	88	Nil	60	+ 5	174	+26	116	—15	169	— 4	68	+24	143	+19	130	— 3
September	124	— 31	129	— 29	80	— 7	46	— 13	153	+16	108	—16	127	—31	62	+ 4	124	— 2	108	— 24
October	150	— 28	145	— 20	110	+ 5	50	— 4	136	+20	122	Nil	172	— 9	81	+15	154	+15	129	— 13

(a) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

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Trends in private pension funds' investments

TOTAL NET INVESTMENT by private pension funds in the third quarter of 1968 was estimated at £64.6 million, £8.6 million less than in the previous quarter, although £1.5 million more than in the corresponding quarter in 1967.

Net investment of £5.2 million in public sector securities was accompanied by substantial switching from short-dated to long-dated Government securities. Yields were high, which encouraged funds to lengthen their portfolio. In normal circumstances pension funds prefer long-dated securities as their liabilities are mostly long term. Net investment in company securities of £56 million was the highest recorded since the first quarter of 1966. There was substantial buying of Ordinary shares and moderate buying of Debentures, which probably arose from an increased volume of new issues, but there was a continuation of the trend towards disinvestment in preference shares, referred to in the previous quarter's article.

The figure for net investment recorded in respect of other investments (comprising in the main land, property and ground rents) at £12.3 million was £6.3 million higher than the previous quarter, but £4.8 million less than the corresponding figure for the third quarter of 1967. Investment in Property Unit Trusts units again attracted new money this quarter, and the figure of £7.1 million was an increase of £1 million over the previous quarter. In view of the growing importance of this type of investment, it will be seen that a separate heading has been introduced in the table. Up to the end of 1967 this item was included with 'Ordinary shares'.

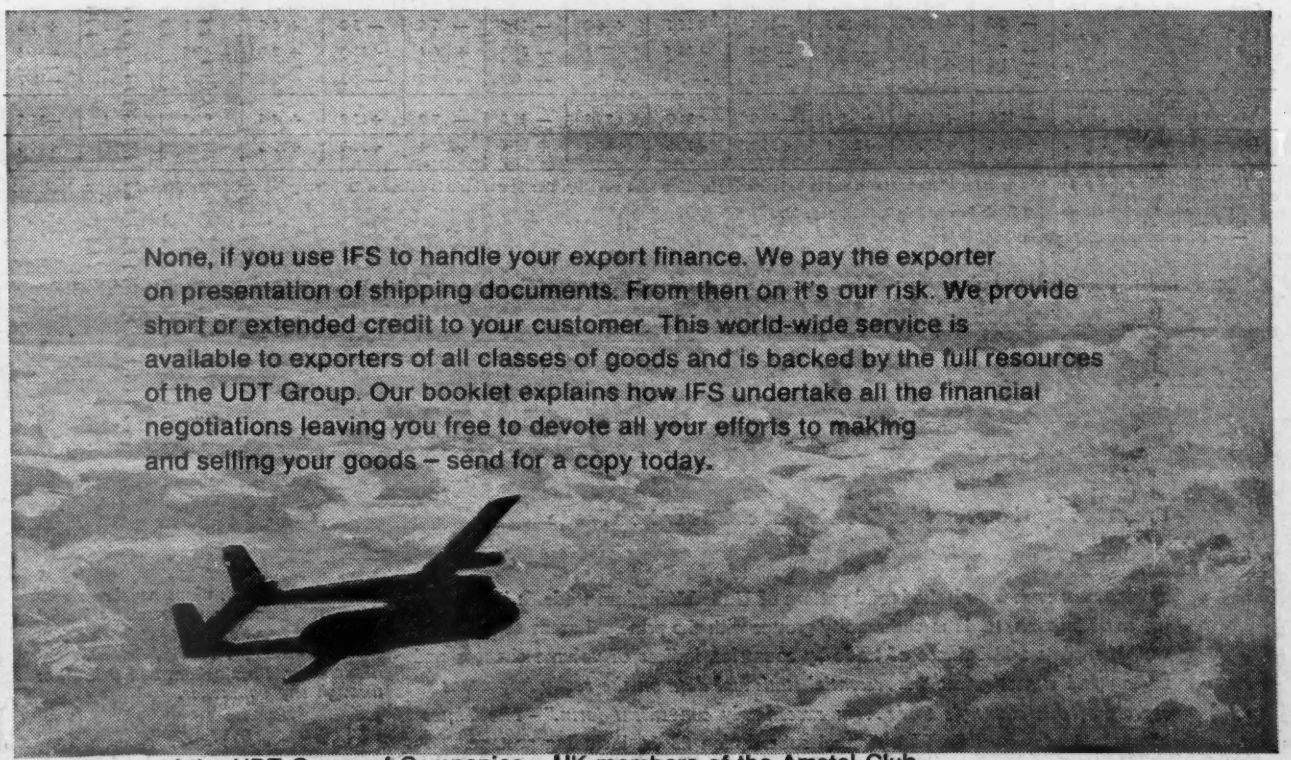
Holdings of cash and other short term assets fell by £3.8 million as compared with a rise of £2.3 million in the previous quarter, and coupled with the rise of £12.7 million in short term liabilities net cash and other short-term assets fell by £16.5 million. Pension funds' run down of short-terms assets and increase of short-term borrowing helped to finance the increase in their longer term investments.

Notes:

The statistics relate to self-administered pension and superannuation funds of companies and non-profit-making bodies. Transactions of funds of co-operative societies (which in the main invest with their parent society), funds which operate through insurance companies, and funds of local authorities, public corporations and central government are not included.

Totals in the table in this article are not always equal to the sum of their components because of rounding; similarly, the figures of net investment are not always equal to the difference between the rounded figures of the value of assets acquired and assets realized. The coverage of the inquiry was revised at the beginning of 1967. For a further description of these statistics see *Board of Trade Journal*, July 7, 1967.

(*Continued on next page*)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PRIVATE PENSION FUNDS, *continued*

Net investment in assets by private pension funds (1)

£ million

Assets	Net Investment									Transactions 3rd quarter, 1968 (2)		
	Year 1965	Year 1966	Year 1966 (2)	1967 (2) 1st quarter	1967 (2) 2nd quarter	1967 (2) 3rd quarter	1967 (2) 4th quarter	Year 1967 (2)	1968 1st quarter (2)	1968 2nd quarter (2)	Assets Acquired	Assets Realized	Net Investment
Public sector securities:													
British government and government guaranteed securities:													
Period of maturity:													
Up to 5 years	+ 11·7	— 9·2	— 9·9	+ 3·4	+10·3	—25·1	— 5·3	— 14·7	— 6·5	— 1·2	23·2	49·7	—26·5
Over 5 and up to 10 years	+ 13·9	— 40·0	— 38·9	— 5·0	+14·4	— 1·1	— 0·7	+ 7·7	— 1·2	+ 1·1	8·0	13·6	— 5·5
Over 10 and up to 15 years	+ 31·1	— 34·4	— 32·8	—20·0(3)	— 4·7	+ 6·4	+ 2·1	— 16·1	— 1·5	— 0·9	17·4	22·6	— 5·2
Over 15 years	— 4·8	+105·4	+100·3	+46·9	—35·3	+ 1·0	+ 43·8	+ 56·5	— 7·1	+ 8·9	98·5	57·8	+40·7
Undated	+ 1·5	+ 6·7	+ 6·8	+ 1·3	— 4·1	+ 0·2	— 0·2	— 2·7	+ 0·2	— 0·4	2·3	2·2	+ 0·1
United Kingdom local authority securities:													
Quoted:													
Period to maturity:													
Up to 10 years	+ 3·5	— 2·1	— 1·6	— 3·0	— 2·2	— 2·4	— 3·0	— 10·6	+ 0·4	+ 3·2	2·8	3·6	— 0·9
Over 10 and up to 15 years	+ 4·0	+ 4·3	+ 4·3	+ 1·5	+ 3·3	— 2·3	— 2·5	+ 0·1	— 0·1	+ 0·1	7·5	3·3	+ 4·2
Over 15 years and undated	+ 11·4	+ 0·2	+ 0·4	+ 6·0	+ 6·3	— 1·9	— 3·4	+ 7·0	— 1·3	— 0·2	1·7	1·5	+ 0·1
Unquoted	+ 1·1	— 1·9	— 1·6	— 1·2	+ 0·7	— 0·6	+ 3·1	+ 1·9	+ 0·4	— 0·3	2·9	4·8	— 1·9
Total of public sector securities	+ 73·5	+ 28·8	+ 26·7	+31·9(3)	—11·4	—25·8	+ 34·0	+ 29·0	—16·7	+10·2	164·2	159·0	+ 5·2
Other investments:													
Company securities:													
Ordinary shares	+101·6	+124·4	+109·3	+21·6	+27·5	+34·4	+ 38·4	+122·0	+45·9	+40·1	111·0	64·4	+46·6
Preference shares	— 7·0	— 3·0	— 2·9	— 0·4	— 1·1	— 1·7	+ 0·4	— 2·8	— 3·2	— 1·1	1·0	2·6	— 1·6
Debentures, etc.	+ 94·0	+106·6	+ 99·8	+16·1	+16·1	+12·3	+ 14·7	+ 59·3	+ 3·6	+ 6·7	27·1	16·1	+11·0
Mortgages and loans	+ 5·1	+ 3·3	+ 3·0	— 1·0	+ 1·5	+ 0·9	— 0·6	+ 0·8	— 2·7	+ 1·1	2·2	0·9	+ 1·5
Overseas, government, etc., securities	— 3·3	— 4·5	— 3·9	+ 0·8	— 0·7	— 0·3	+ 4·0	+ 3·7	+ 0·6	— 0·4	1·3	2·1	— 0·7
Property Unit Trust Units	—	—	—	—	—	—	—	—	+ 5·4	+ 6·1	7·1	—	+ 7·1
Other investments	+ 22·8	+ 26·1	+ 26·3	+ 8·9	+ 7·0	+17·1	+ 18·5	+ 51·5	+15·2	+ 6·0	12·7	0·4	+12·3
Total of other investments	+213·2	+253·3	+231·9	+46·1	+50·3	+62·7	+ 75·4	+234·5	+64·9	+58·4	162·5	86·5	+75·9
Total of investments	+286·7	+282·1	+258·7	+78·0(3)	+38·9	+36·9	+109·4	+263·4	+48·2	+68·6	326·7	245·6	+81·1
											Balances		
											June 30, 1968	Sept. 30, 1968	
Cash and other short-term assets:													
Cash in hand and with UK banks	— 0·2	+ 13·9	+ 13·5	—17·4	+16·7	+ 6·0	— 13·0	— 7·8	— 5·0	+ 0·5	38·1	39·9	+ 1·8
Uk local authority bills and temporary money	— 7·8	— 7·3	— 6·6	— 3·4	+18·4	+17·1	— 31·9	+ 0·1	+19·6	+ 2·0	43·5	38·1	— 5·4
Other short-term assets	+ 1·0	+ 3·2	+ 1·0	— 4·1	+ 0·2	+ 1·8	+ 4·2	+ 2·0	+ 2·5	— 0·2	26·6	26·5	— 0·1
Short-term liabilities	— 6·0	+ 0·2	+ 0·4	+ 1·2	— 3·6	+ 1·3	— 0·3	— 1·3	— 1·3	+ 2·3	13·7	26·4	—12·7
Total net cash and other short-term assets	— 12·9	+ 10·0	+ 8·3	—23·8	+31·7	+26·2	— 41·0	— 7·0	+15·8	+ 4·6	94·5	78·1	—16·5
Total net investment	+273·8	+292·1	+267·1	+54·2(3)	+70·6	+63·1	+ 68·4	+256·4	+64·0	+73·2			+64·6

(1) Excluding funds of co-operative societies which are estimated to be increasing by £9 million annually. The figures include estimates for other private self-administered pension funds not contributing to the quarterly inquiries.
(2) On revised basis – see *Board of Trade Journal* July 7, 1967, page 42.
(3) Amended figure.
— = Nil or less than £0·5 million.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices "*...essential statistical data on the really important aspects of this country's trade...in exceedingly convenient form,*" – *The Times* Monthly 5s. (*by post* 5s. 6d.). Annual subscription £3 6s. including postage.

*Government publications can be purchased from the Government bookshop in London (post orders to P.O. Box 569 S.E.*1), *Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.*

HMSO

Retailers' stocks in October

THE VALUE of stocks held by retailers at the end of October showed an increase of 10 per cent compared with October 1967, thus continuing the upward trend shown throughout the year.

In volume terms, retailers' stocks were 5 per cent higher than in the corresponding month of 1967, a similar increase to that shown in the previous month.

Estimate of levels and percentage changes in retailers' stocks

(At cost at end of month.) Index numbers (end 1960 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices												
1960	94	99	102	103	105	104	99	98	102	109	113	100
1961	98	102	107	109	110	111	108	107	110	117	122	106
1962	103	106	112	113	116	112	110	110	112	121	127	111
1963	106	109	116	117	119	116	113	113	114	125	134	117
1964	115	117	123	125	125	124	118	122	125	133	143	126
1965	121	124	133	134	136	133	128	132	133	141	151	133
1966	128	131	141	140	144	143	135	141	141	150	160	137
1967	133	136	144	145	148	145	137	142	140	150	159	139
1968	136	139	151	152	156	154	148	154	153	164		
1967	+4	+4	+2	+4	+2	+1	+1	+1	Nil	Nil	—1	+2
1968	+2	+2	+5	+5	+6	+6	+8	+8	+9	+10		
(b) At constant (Dec. 1960) prices												
1960	95	100	103	105	106	105	100	99	102	109	113	100
1961	98	102	106	107	109	109	106	104	107	113	118	103
1962	100	102	108	109	110	107	105	104	106	114	120	104
1963	100	103	110	110	112	110	107	106	108	118	126	110
1964	108	109	114	116	115	114	109	113	115	122	130	115
1965	110	112	121	121	122	119	115	119	119	126	135	119
1966	115	117	126	124	128	127	119	123	124	131	140	120
1967	116	118	125	126	128	126	119	124	122	130	138	121
1968	118	120	130	128	132	129	123	128	128	136		
1967	+1	+1	Nil	+1	Nil	—1	Nil	Nil	—1	—1	—1	+1
1968	+1	+1	+4	+2	+3	+2	+4	+4	+5	+5		

Note:

Retailers' stocks at end December 1960 were £993 million at current prices.

'Statistical News' for November

THE CENTRAL STATISTICAL Office, in the November issue of *Statistical News*, describe some of the developments now taking place to improve the quality and speed of official statistics. Articles by members of the Central Statistical Office range over improvements to the estimates of Britain's invisible earnings and payments; work in hand and work planned on input-output analysis; and the new Standard Industrial Classification, which will provide a basis for the common register of business establishments – one of the most important developments planned for official statistics in the years ahead.

Statistical News is prepared quarterly by the Central Statistical Office and is published by HMSO, price 6s.

Production of man-made fibres in October

TOTAL PRODUCTION by weight of man-made fibres in October was 20 per cent more than in October 1967. Within the total, output of continuous filament was 14 per cent more, while output of staple fibre reached the record level of 58.1 million lbs, – 25 per cent more than a year ago.

Man-made fibre production

million lb. (a)

	Continuous filament (singles)	Staple fibre	Total
1963 (Quarterly average)	82·6	97·2	179·8
1964 (Quarterly average)	94·5	111·8	206·3
1965 (Quarterly average)	99·1	116·4	215·5
1966 (Quarterly average)	102·8	117·6	220·4
1967 (Quarterly average)	109·6	129·2	238·8
1967 2nd quarter	110·0	130·8	240·8
3rd quarter	101·8	113·3	215·2
1968 2nd quarter	135·1	163·3	298·4
3rd quarter	124·9	159·8	284·7
1967 August	32·1	34·2	66·2
September	34·8	39·8	74·6
October	39·4	46·5	86·0
1968 August	38·9	48·4	87·2
September	43·1	55·7	98·8
October	45·1	58·1	103·2

(a) As from July 1967 the production figures for continuous filament yarn on an 'actual weight' basis; prior to that date the production figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.

Business Monitor

THE FOLLOWING titles and issues of Business Monitor are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production series:

Monthly at £1 a year, post free:

Timber, Softwood, Hardwood and Plywood for October 1968

Clothing for September 1968.

Trailers for July 1968

Quarterly at 7s. 6d. a year, post free:

Gloves and mittens for July-September 1968

Civil aviation series:

Monthly at £1 a year, post free:

Airlines for August 1968

Electronics industry statistics

THE ELECTRONICS Economic Development Committe published on November 27 the latest edition of the 'Electronics Industry Statistics and their Sources'. This is a continuation of the series of statistics begun by the Ministry of Aviation in their publication 'Basic Statistics of the Electronics Industry' and continued by the Electronics EDC in their publication 'Statistics of the Electronics Industry' (June 1967).

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, November 29, 1968.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Pathe Pictorial Series 716/728:					
Pathe Pictorial No. 728	Br/E 33659	8	November 25	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Carry On . . . Up the Khyber	Br/E 33662	89	November 28	Rank Film Distributors Ltd.	Adder Productions Ltd.
Mining Review No. 4 – 22nd Year	Br/E 33668	8	November 29	Data Film Distributors Ltd.	National Coal Board.
Movietone News 2059	Br/E 33373	8	November 29	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2059A	Br/E 33374	8	November 29	" "	" "
Pathe News 68-95	Br/E 33425	7	November 29	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 68-96	Br/E 33426	8	November 29	" "	" "
FOREIGN					
Jigsaw Murder	F 33657	96	November 25	Rank Film Distributors Ltd.	Universal International Films Inc.
A Young World	F 33658	84	November 25	United Artists Corp. Ltd.	Terra Films S.A., Paris.
Carmen	F 33660	175	November 26	Eagle Films Ltd.	Cosmotel S.p.A., Zug.
Back of Beyond	F 33661	60	November 27	Contemporary Films Ltd.	Shell Film Unit of Australia, Sydney.
King Kong Escapes	F 33663	96	November 28	Rank Film Distributors Ltd.	Universal International Films Inc.
Faces	F 33664	129	November 29	Academy Cinema Ltd.	Faces Distributing Corp.
Caroline Cherie	F 33665	112	November 29	Warner-Pathe Distributors Ltd.	Cinewrap s.r.l., Paris.
The Fireman's Ball	F 33666	73	November 29	Gala Film Distributors Ltd.	Czechoslovakia Film Export Production, Prague
The Horse in the Gray Flannel Suit	F 33667	95	November 29	Walt Disney Productions Ltd.	Walt Disney Productions.

AMENDMENT TO THE REGISTER

The playing time of the film 'A Parasol' (F 33559) registered on October 8, 1968, has been amended to 19 minutes.

Dates of German Trade Fairs 1969

January
German Boat Show — International
Hamburg, 23rd — 29th
International Green Week
Berlin, 31st — Febr. 9th
February
20th International Toy Fair
Nuremberg, 8th — 14th
International Household Goods and Hardware Fair
Cologne, 20th — 23rd
International Leather Goods Fair
Offenbach, 22nd — 27th
Frankfurt International Fair
Frankfurt, 23rd — 27th
March
15th BAUMA — International Construction Machinery Fair
Munich, 1st — 9th
International Sports Equipment Fair
Wiesbaden, 9th — 11th
00th IGEDO — International Fashion Trade Fair
Dusseldorf, 16th — 19th
5th ish — International Exhibition for Heating and Plumbing Equipment Frankfurt, 26th — 30th
April
International Fair FOR THE CHILD
Cologne, 11th — 13th
IHM 69 — International Handicrafts and Trade Fair Munich, 11th — 20th
27th GDS — European Footwear Sample Display
Dusseldorf, 12th — 14th
81st IGEDO — International Fashion Trade Fair Dusseldorf, 20th — 24th
International FUR Trade Fair
Frankfurt, 23rd — 27th
HANOVER FAIR 1969
Hanover, 28th — May 4th
May
INTERPACK — 5th International Fair for Packaging Machinery, Packaging Materials and Confectionery Machinery Dusseldorf, 10th — 16th
R 69 — International Shutter and Blinds Trade Fair
Stuttgart, 15th — 18th
21st interstoff — Trade Fair for Clothing Textiles
Frankfurt, 20th — 23rd
June
INTERZUM — International Fair of Accessories and Materials used for Woodworking Cologne, 11th — 15th
INTERHOSPITAL 1969 — 5th International Hospital Exhibition
Dusseldorf, 19th — 25th
August
International Men's Fashion Week
Cologne, 22nd — 24th
International Leather Goods Fair
Offenbach, 23rd — 27th
Frankfurt International Fair
Frankfurt, 24th — 27th
September
44th International Motor Show
Frankfurt, 11th — 21st
International Household Goods and Hardware Fair
Cologne, 12th — 14th
82nd IGEDO — International Fashion Trade Fair
Dusseldorf, 14th — 17th
International Fair of Lingerie, Foundation Garments, Underwear and Swimwear Cologne, 18th — 21st
German Industries Exhibition
Berlin, 19th — 28th
Essen Welding Fair
Essen, 20th — 28th
28th GDS — European Footwear Sample Display
Dusseldorf, 27th — 29th
October.
ANUGA — International Exhibition of Fine Foods and Provisions
Cologne, 4th — 10th
Frankfurt Book Fair
Frankfurt, 8th — 13th
CLEAN AIR — 2nd Congress and Exhibition Dusseldorf, 13th — 17th
SPOGA — International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture
Cologne, 19th — 21st
International Fair FOR THE CHILD
Cologne, 24th — 26th
83rd IGEDO — International Fashion Trade Fair
Dusseldorf, 26th — 30th
November
22nd interstoff — Trade Fair for Clothing Textiles
Frankfurt, 19th — 21st

29th Federal Hotel and Restaurant Trade Show, Essen

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Exhibitions and Fairs

More exhibitors and buyers at Frankfurt Autumn Interstoff

A report from the British Consulate-General, Frankfurt

FIFTY-THREE British firms formed the largest foreign contingent from outside the EEC at the 20th Interstoff Exhibition for Clothing Textiles which was held at the Frankfurt Fair Grounds from November 19-22; 484 exhibitors took part of whom 321 were foreign firms from 16 countries. France had the largest foreign representation, with 78 exhibitors, followed by Italy (67), the United Kingdom (53) and Austria (39). Trade visitors and buyers totalled 14,467, including 6,211 from 56 countries outside the Federal Republic. This was the largest number of visitors ever to attend the autumn event and represented an increase of 20 per cent over the corresponding figure last year.

The British joint venture group has long been a regular feature at Interstoff and this year, once again, the Textile Promotion Consultative Committee co-operated with the Board of Trade to mount a group display in which 39 firms participated, supported as usual by the Textile Promotion Consultative Committee's attractive information stand manned by officials from the British Wool Textile Export Corporation, the Textile Council and the Silk and Man-made Fibres Users' Association. This information stand served as a busy focal point for the joint venture exhibitors and dealt with a stream of inquiries from foreign buyers.

The increased number of trade buyers is in itself indicative of an upswing in the volume of business carried out at this year's event, which was confirmed by a poll of exhibitors taken by the fair organizers, and the general overtone of optimism and confidence could not be undermined even by the uncertainty over the likely effects of the Federal Republic of Germany's new import and export tax measures. British firms in the joint venture group, displaying a full range of woollens, cottons, silks, and synthetic fibre fabrics, were, almost without exception, well satisfied with orders they booked, and with the number of inquiries they received from existing and new contacts. Much of the business done at this fair is in sampling orders for the 1969/70 autumn and winter season, and although it is always difficult to predict the volume of substantial orders likely to result from them, British exhibitors were well pleased with the number of sampling orders booked, which should lead to substantial business in the coming months. Apart from sampling, a number of British exhibitors reported firm bulk orders and one company will take home orders worth £32,000 in addition to further business that may result from sampling. As usual, British companies did most of their business with the EFTA countries, particularly Scandinavia, but encouraging business was also reported with the United States, Canada, Australia, South Africa, and the EEC countries.

Mr. A. H. Ballantyne (centre), HM Consul-General at Frankfurt, talks to representatives of Stikbe-Hadden Ltd. during his tour of British stands at the Frankfurt Fair.

British woollens and tweeds are always a great attraction for foreign buyers at the Autumn Interstoff and this year was no exception. British companies displaying cottons, silks, and man-made fibre fabrics, mostly for the ladies' fashion trade, also reported a number of promising orders. On the second day of the fair, Mr. A. H. Ballantyne, HM Consul-General at Frankfurt, visited the joint venture group of exhibitors who were able to report to him a high level of activity and encouraging prospects for business.

A number of British firms exhibited independently of the joint venture group and these also reported very encouraging results. Two large stands occupied by independent British exhibitors were notable for the large number of trade visitors they attracted and a third independent exhibitor did so much business on the first three days of the fair that he hoped for a very quiet last day so that he would not have to turn buyers away with very long delivery dates! For the second time at Interstoff man-made fibre manufacturers (including two large British firms) were allowed to display their fibres in Information Pavilions which again attracted a great deal of interest and appreciation from visitors.

Ladies' fashion fabrics predominated as usual at the Autumn Interstoff. Ranges of fabrics, designs and colours were more varied than ever and it was difficult to identify perceptible trends in current fashion. Bold creative designs and colour combinations were much in evidence this year. Patterned dress fabrics, particularly jersey, in a rich variety of imaginative designs, and winter prints on woollen dress fabrics, made a big impact on buyers. Light jersey and similar fabrics for blouses were very popular, and jersey for men's wear was also in demand. Manufacturers of synthetic fibre fabrics again made a considerable impact at this fair and offered many novelty fabrics including those with a velvet effect which aroused a great deal of interest. For the suit and coat manufacturing trades double fabrics and fancy designs were popular, as were knitted and woven plush pile fabrics for sports clothing.

The level of British participation at the November Interstoff has shown a steady increase over the years and participation by exhibitors and buyers alike is also on the rise. Interstoff is a focal point not only for European, North American and Commonwealth buyers but also for trade visitors from many other countries and it is important that our manufacturers continue to display their wares in this international shop window. British participation in the 1968 Autumn Interstoff was again successful, both commercially and from the prestige standpoint, and made a further contribution to Britain's already impressive level of exports of finished fabrics.

5,500 visitors at Reinforced Plastics Exhibition

REPORTS FROM exhibitors at the Fourth Reinforced Plastics Exhibition held at Earls Court, London, from November 12 to 15 indicate that the show produced a record volume of inquiries, say the organizers. Visitors, especially those from overseas, displayed keen interest in the contents of the exhibition, many of them paying several return visits during the week and an apparently larger majority than ever before opening negotiations on the stands.

Total attendance came to 5,500, including visitors from 17 countries. Heaviest overseas attendances came from France, The Federal Republic of Germany, Italy, Denmark and Belgium.

One of the exhibitors, Diagrit Electrometallics Ltd., reported that on the first day of the exhibition over £2,000 of business had been obtained on their stand – 90 per cent from overseas buyers. E.R.F. Engineering Ltd. commented: 'We were particularly impressed by the very high degree of foreign interest – not only from European countries but also from such places as Australia, Iran, Israel and Canada.'

Many other exhibitors emphasised the keen interest taken in their products by export buyers.

London Buying Houses Group visits Japan

SEVEN MEMBERS of the British Week Tokyo London Buying Houses product group left London last week for discussions with the major stores plans for special British Week promotions.

All the members of the mission, which has been organized by BNEC, will have individual meetings with Embassy staff in Tokyo.

Exhibitors report . . .

Below are extracts from recent press announcements by United Kingdom firms who find that participation in trade fairs and similar promotions is good for export business.

New Benchairs' range for Belgium and United States

BENCHAIRS LTD. will be showing their completely new range of upholstered chairs, designed for use in hotels, clubs, restaurants and offices, for the first time abroad at the Ostend Hotel Exhibition at the beginning of February. The 'Cornish' range, manufactured in Frome, incorporates new manufacturing techniques in plywood moulding and the new 'Apersite' seat designed to give maximum comfort to the user.

Benchairs already sell to Belgium and Malta, and have a small trade with the United States, but are making determined efforts to step up their export trade. They will be taking part in the United States Mid-West '69 Trade Drive and are planning to exhibit in the British Section at the National Restaurant Association Convention and Exhibition in Chicago in May, where a joint venture is being organized by the Board of Trade and the London Chamber of Commerce. Speaking in London at the launching of the 'Cornish' range, Mr. R. W. Goss, Benchairs' sales manager, said: 'Chicago is in the heart of the main furniture production area in the United States, so we are really "bearding the lion in his den," but we feel these chairs offer a new departure for this very competitive market.'

Benchairs are also planning a trade drive in the Federal Republic of Germany, and at the moment are looking for agents there.

Export orders follow Paris Show

THE MORTON MACHINE COMPANY, Wishaw, have received orders valued at over £8,000 for food machinery following the recent International Food Equipment Show in Paris at which the company exhibited on the stand of their agents. This means that over 50 machines have been supplied to France in the past few years.

The Morton Machine Company is a member of the Redman Heenan International Group, who are currently making a concerted drive in the export field.

Hoverhawk success at Nairobi Show

MANY FIRM ORDERS for a versatile small hovercraft – the Hoverhawk – were secured at the British Agricultural Exhibition in the Nairobi Show sponsored by the Board of Trade, the British National Export Council and the British Agricultural Export Council. The craft is produced by Hover-air Limited, sole European licensees for production of small hovercraft from the joint British Hovercraft Corporation and Hovercraft Development Limited.

Being reedy and shallow, the Kenya lakes are ideal terrain for the Hoverhawk, which further demonstrated its wide scope by operating over the Nairobi Dam. Shell (Kenya) are also using one of these vehicles, equipped with Dorman Sprayers equipment, to spray and destroy water weed.

Big container orders for Central Wagon

'VERY SUBSTANTIAL' orders were placed with Central Containers Ltd. (the Central Wagon subsidiary) by several American companies following the recent International Container Exhibition in Baltimore, United States, where the London Chamber of Commerce organized a joint venture with the Board of Trade.

Mr. Leonard Brueton, managing director of Central Containers, who led a strong sales team to the United States, brought back to the United Kingdom orders for steel containers to the value of £1,160,000; several additional large orders are under negotiation.

About half of Central Wagon's 1969 container capacity, with an output of one container every 45 minutes, has now been sold for dollars. Asked the reasons for the successes in the United States, Mr. Brueton said: 'Design, quality, price, delivery and, of course, a strong sales team.'

New York Hardware Show 'incredibly good value'

L. E. GANT LTD., one of the companies who exhibited under the auspices of the Board of Trade and the Federation of British Horticultural Exporters at the New York National Hardware Show, report that they were 'extremely satisfied' with the results. The company consolidated contacts made at previous shows in the United States, and estimate that orders placed on their stand will help to bring their exports to the North American continent to over $500,000 for the 1969 season.

Mr. F. W. Odell, director of L. E. Gant, has commented: 'A joint venture exhibition such as the New York Hardware Show is incredibly good value, and as far as my company is concerned it made a terrific difference to our export performance.'

'The best show yet'—Paris Women's Ready-to-Wear Exhibition

By R. O. Barnes, Second Secretary (Commercial), British Embassy, Paris

C'EST le meilleur salon du tous . . . 'it's the best show yet' . . . this was the cry by exhibitors at the 16th Paris Women's Ready-to-Wear Exhibition which took off to a flying start on November 9 at Porte de Versailles Exhibition Hall. By the end of the third day entry figures had surpassed those for the whole of last season's six day show.

Buyers, encouraged by the increased purchasing power which French consumers have enjoyed since the French general strike in May and June, were in a confident mood, and although the restrictive measures announced since the show has checked their enthusiasm to some extent, the stated policy of the French Government remains one of expansion, led by consumer goods. British exhibitors took their fair share – often more than their share – of greatly increased buying at this exhibition.

Eighteen British firms displayed their products on 15 stands scattered throughout the hall amid a total of 280 exhibitors from most countries in Europe, the United States, Israel, and even Dahomey. British stands stood proudly with their 'Fashion from Britain' posters, and were serviced by a Clothing Export Council information stand, directed by Mr. A. T. Elvy, and manned by three hostesses wearing 'City Gent' uniforms – morning coat and bowler hat. Buyers were greeted at the information stand, presented with a rose tagged with the British fashion emblem, and escorted or directed to British exhibitors in the hall. The Clothing Export Council provided an information brochure, many hundreds of which had been mailed to regular and potential customers well before the show opened, thus emphasising British presence in the exhibition hall. The finishing touches put to the collective British presentation by the Clothing Export Council added grace with humour to the occasion.

Buyers come to Paris from the whole world, and although this Salon gives British firms the opportunity of meeting the French market on its own ground. It also allows them to renew and make contacts with buyers from EFTA, the Common Market, the United States, and numerous other countries.

Orders were taken from as far apart as Kuwait and Argentina, Iceland and Australia. One British firm, selling wedding dresses, reported a breakthrough into a large Italian chain store, while others took substantial orders from Germany and Sweden. The most notable of the many success stories is undoubtedly that of a young manufacturer who after only two years trading in the French market, entered into negotiations to supply a large chain store with goods for distribution through nearly 300 outlets across France. The value of the order was well into six figures.

Mrs. Christopher Soames, wife of the newly appointed British Ambassador to France, paid an official visit to the show on its fourth day, and not only called on all the British firms present, but was able to compare British lines with those of competitors by including in her tour several EFTA and Common Market companies. This was the first time Mrs. Soames had made an official visit to a trade show in which there was a British joint venture participation, and she was impressed by the enthusiasm and drive of British manufacturers.

When the exhibition closed on November 14 there were some very tired but satisfied, British exhibitors.

Mrs. Christopher Soames wife of the British Ambassador to France discusses a point with Mr. Henry Leers, chairman of Maxton's of London Ltd., one of the 18 British exhibitors at the show.

EXPORTING TO SWEDEN ?

The International Trade Fairs in Gothenburg in 1969 are:-

52nd International Swedish Trade Fair
9th to 18th May

2nd International Sea Transport and Marine Equipment Exhibition
5th to 10th June

1st International Electrical Trade Fair for Installation Material, Equipment, Instruments and Automatic Systems
28th October to 2nd November

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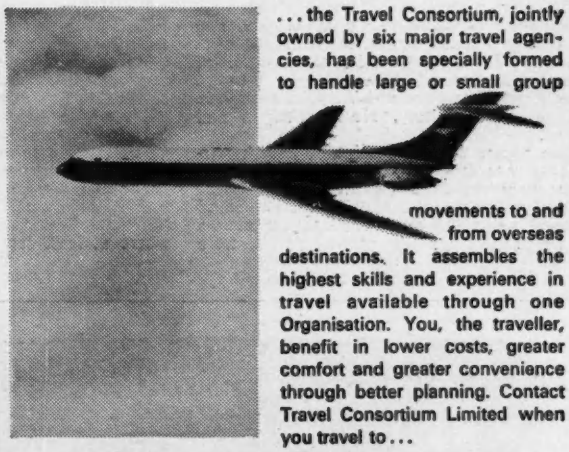

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'Physicians' days' at Helsinki

A report from the British Embassy, Helsinki

'PHYSICIANS' DAYS' – the annual exhibition and syposium which covers every branch of medical science – took place at the Finnish and Swedish Medical Schools in Helsinki from November 10-16 and a total of 2,400 delegates drawn from the medical and nursing professions attended the series of lectures and discussions which were held in various hospitals and colleges throughout the city.

As in previous years, an exhibition of pharmaceutical products, medical and surgical requisites was staged at the Finnish Commercial High School, and a much smaller exhibition of hospital equipment took place in the adjoining Swedish Commercial High School. These twin events are probably the most important dates in the calendar of Finnish pharmaceutical manufacturers, foreign manufacturers producing through subsidiary companies established in Finland, and importers of pharmaceuticals and medicines throughout the country.

This year, a total of 197 manufacturers exhibited their products on 68 stands, including 162 foreign manufacturers, of which 40 were American, 38 from the Federal Republic of Germany, 26 British, 22 Swedish and 16 Swiss. Other countries represented included Denmark, Holland, France, Italy, Norway, Japan and Ireland.

Once again, the focal point of British participation was the joint venture stand organized by the Board of Trade and the Association of the British Pharmaceutical Industry. The stand occupied an island site of 25 square metres on which five British manufacturers were represented together with the official Information Booth of the Association of the British Pharmaceutical Industry. A large number of other British manufacturers exhibited their products on their agents' stands throughout the exhibition. Most British exhibitors showed products which are already firmly established in Finland. Others took advantage of the presence of members of the medical profession to introduce new lines. As is usual on this occasion, there were a number of visiting representatives from British pharmaceutical and medical instrument manufacturers who used 'Physicians' Days' as a means of renewing their old contacts throughout the medical profession and of making new friends.

Apart from the opportunities of attending the series of lectures at which the latest developments in the world of ethical pharmaceuticals, medical and surgical instrumentation, etc., are discussed, most visiting representatives were able to get a first-hand indication of new developments announced by their foreign competitors.

As in previous years, there was some discussion about the comparatively restricted size of the variety of exhibition halls available, whose boundary limitations inevitably led to cramped stand space and narrow passageways. Various suggestions for increasing the size and scope of the entire exhibition have been considered by its organizers, however, but it seems unlikely that the venue for 'Physicians' Days' will be transferred elsewhere at least for the next year or two.

British Pavilion at Poznan Fair

THE BOARD OF TRADE will, as in previous years, organize a British Pavilion at the Poznan, Poland, International Trade Fair (June 8 to 17, 1969).

For further information please contact: Board of Trade, Trade Fairs Branch, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3558).

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the senders' name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

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54 Commercial Street, Dundee. Tel: Dundee 22131. 64 Constitution Street, Leith, Edinburgh. Tel: Leith 1957

Changes in the Programme of Trade Promotions and in the classified lists of Trade Fairs and Exhibitions throughout the world (Published on November 1, 1968)

The next full supplement will be published on March 7, 1969.

SECTION I
OVERSEAS FAIRS, BRITISH WEEKS AND STORE PROMOTIONS TAKING PLACE WITH BOARD OF TRADE ASSISTANCE

Further details about an event may be obtained from the Officer named. (Tel. 01-222 7877 except where otherwise shown.) Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations, and any general inquiries in connection with Section 1 (Tel. 01-222 7877, Ext. 3069).

(a) GENERAL

DELETE – 1969

Zagreb: INTERNATIONAL CONSUMER GOODS FAIR – April 19-27, 1969

AMENDMENTS – 1969

Tripoli: INTERNATIONAL TRADE FAIR
The dates of this event should be amended to read: March 6-26, 1969.

Milan: INTERNATIONAL SAMPLES FAIR – April 14-25, 1969
This entry should read:
(1) A trade information stand manned by the Scotch Whisky Association.
(2) A possible joint venture with the Amusement Trades Association. Firms interested in participation should contact the Association.
(3) A probable joint venture of giftware firms with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.

Hanover: HANOVER FAIR – April 26-May 4, 1969
Add:
(Miss E. J. Slegg, Ext. 3559)

Vienna: INTERNATIONAL AUTUMN TRADE FAIR – September 7-4, 1969
This entry should read:
Possible joint ventures on the theme of 'leisure'. Firms interested in participation should contact their Associations.
(Miss F. King, Ext. 2782)

Plovdiv: INTERNATIONAL FAIR – September 1969
The dates should be amended to read: September 21-October 5, 1969.

Tehran: SECOND ASIAN TRADE FAIR – October 5-24, 1969
A British Pavilion organized by the Board of Trade. (All space allocated – reserve list in operation.)
(Mr. P. J. Evans, Ext. 2785)

ADDITIONS – 1969

Zagreb: INTERNATIONAL SPRING FAIR – April 19-27, 1969
(See the specialized Sections for the Commodity Groups.)
(Mr. B. L. Banks, Ext. 3558)

Dieppe: FRANCO-BRITISH TRADE FAIR – September 6-14, 1969
A joint venture with the Federation of Sussex Industries. Firms interested in participation should contact the Federation.
(Mr. A. G. Pearson, Ext. 2398)

Brno: INTERNATIONAL TRADE FAIR – September 7-16, 1969
Possible joint ventures. Firms interested in participation should contact their associations.
(Mr. B. L. Banks, Ext. 3558)

Zagreb: INTERNATIONAL AUTUMN FAIR – September 11-21, 1969
A British Pavilion.
(Mr. B. L. Banks, Ext. 3558)

Nairobi: NAIROBI SHOW – October 1969
Possible joint venture with the British Agricultural Export Council. Firms interested in participation should contact the Council.
(Miss G. Adams, Ext. 2788)

ADDITION – 1970

Johannesburg: RAND EASTER SHOW – March/April 1970
Possible joint ventures with the appropriate trade associations on a theme yet to be decided.
(Miss G. Adams, Ext. 2788)

(b) SPECIALIZED

DELETE – 1968

Wiesbaden: INTERNATIONAL MILLINERY FAIR (INTERHUT) – December 1-3, 1968

DELETE – 1969

Copenhagen: INTERNATIONAL FAIR FOR KNITWEAR AND UNDERWEAR – February 2-5, 1969
The Board of Trade has been informed that this event has now been cancelled by the organizers. A special knitwear section is being introduced into the Copenhagen Fashion Fair (March 23-26, 1969) instead. Firms interested in participation should contact the Clothing Export Council, who are sponsoring the joint venture.

Cleveland: 19TH CONCRETE INDUSTRIES EXPOSITION – February 3-6, 1969

Montreal: INTERNATIONAL KNITWEAR EXHIBITION – March 2-6, 1969

Montreal: INTERNATIONAL LACE AND EMBROIDERY EXHIBITION – March 10-14, 1969

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – March 16-19, 1969

Zagreb: INTERNATIONAL EXHIBITION OF TOURIST, CATERING AND SHOP EQUIPMENT (TU-EX) – April 19-27, 1969

Montreal: INTERNATIONAL FASHION MARKET – April 28-May 1, 1969

Foggia: INTERNATIONAL AGRICULTURAL FAIR – April/May 1969

Tokyo: 36TH BUSINESS SHOW – May 25-30, 1969

Montreal: INTERNATIONAL GIFTWARE EXHIBITION – June 3-7, 1969

Tokyo: DISPLAY OF BRITISH TOYS – October 13-18, 1969

Los Angeles: HIGH FI AND MUSIC SHOW – October 1969

Detroit: AUTOMOBILE SHOW – November 30-December 8, 1969

AMENDMENTS – 1969

Toronto: FLOOR COVERING SHOW – January 6-11, 1969
This entry should be amended to read:
A joint venture with the Federation of British Carpet Manufacturers.
(Miss G. Adams, Ext. 2788)

(Continued on next page)

Los Angeles: BOAT SHOW
The dates of this event should be amended to: January 24-February 2, 1969.

Montreal: CANADIAN TOY FAIR – February 23-28, 1969
This entry should be amended to read:
A joint venture with the British Toy Manufacturers' Association.
(Miss G. Adams, Ext. 2788)

New York: INTERNATIONAL TOY AND TRADE FAIR
The dates of this event should be amended to: March 9-12, 1969.

Verona: INTERNATIONAL AGRICULTURAL FAIR – March 9-17, 1969
This entry should read:
A joint venture with the British Agricultural Export Council. Firms interested in participation should contact the Council.
(Miss F. King, Ext. 2782)

Paris: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS – March 27-April 3, 1969
This entry should be amended to read: March 28-April 2, 1969

Boston: HEALTH, RECREATION AND PHYSICAL EDUCATION SHOW – April 11-15, 1969
This entry should be amended to read:
A joint venture with the Physical Education Association.
(Miss G. Adams, Ext. 2788)

Zagreb: SPRING FAIR. 5TH INTERNATIONAL EXHIBITION – MEDICINE AND MEDICAL – April 19-27, 1969
A joint venture with the British Surgical Export Group. Firms interested in participation should contact the Export Group.
(Mr. B. L. Banks, Ext. 3558)

Chicago: NATIONAL RESTAURANT CONVENTION AND EXHIBITION – May 24-28, 1969
This entry should be amended to read:
A joint venture with the London Chamber of Commerce.
(Mr. A. F. Fenton, Ext. 2786)

Toronto: NATIONAL INDUSTRIAL PRODUCTION SHOW – June 2-6, 1969
This entry should be amended to read:
A possible joint venture with the Gauge and Tool Manufacturers' Association. Firms interested in participation should contact the Association.
(Miss G. Adams, Ext. 2788)

Chicago: MUSIC INDUSTRY TRADE SHOW – June 22-26, 1969
This entry should be amended to read:
A joint venture with the Association of Musical Instrument Industries.
(Mr. A. F. Fenton, Ext. 2786)

Milan: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE EXHIBITION – September 6-10, 1969
This entry should read:
A possible joint venture with the British Artmetal Export Group. Firms interested in participation should contact the Export Group.

Milan: ITALIAN SALON FOR HYDRAULIC, PNEUMATIC AND LUBRICATING APPARATUS FLUID '69 – October 21-26, 1969
This entry should read:
(1) A joint venture with the Association of Hydraulic Equipment Manufacturers. Firms interested in participation should contact the Association.
(2) A possible joint venture with the British Compressed Air Society. Firms interested in participation should contact the Society.

Stockholm: INTERNATIONAL OFFICE EQUIPMENT EXHIBITION – October 17-24, 1969
This entry should read:

Stockholm: INTERNATIONAL OFFICE EQUIPMENT EXHIBITION (OFFICE '69) – October 23-30, 1969
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their association.
(Mr. R. J. Ager, Ext. 2783)

Gothenburg: ELECTROTECHNICAL EXHIBITION (ELFACK) – October 31-November 9, 1969
The dates should be amended to read: October 28-November 2, 1969.

Chicago: NATIONAL ELECTRONICS CONFERENCE AND EXHIBITION
The dates shown for this event should be amended to: December 8-10, 1969.

AMENDMENTS – 1970

Pirmasens: INTERNATIONAL FOOTWEAR, LEATHER AND MACHINERY FAIR – May 23-28, 1970
Date should be amended to read: May 7-12.

Chicago: NATIONAL EXPOSITION (ASTME) – May 1970
This entry should be amended to read:

Chicago: TOOL EXPOSITION (ASTME) – May 1970
A possible joint venture with the Machine Tool Trade Association. Firms interested in participation should contact the Association.
(Mr. A. F. Fenton, Ext. 2786)

ADDITIONS – 1969

Warsaw: BRITISH ENGINEERING DAYS – February 17-23, 1969
Probable joint venture with the London Chamber of Commerce. Firms interested in participation should contact the London Chamber.
(Mr. B. L. Banks, Ext. 3558)

Accra: BOOK FAIR – March 5-20, 1969
Possible joint venture with the Book Development Council.
(Miss G. Adams, Ext. 2788)

Los Angeles: WESTERN METAL AND TOOL EXPOSITION, 'WESTEC' – March 10-14, 1969
A joint venture with the Machine Tool Trades Association.
(Miss G. Adams, Ext. 2788)

Toronto: CANADIAN NATIONAL SPORTSMAN'S SHOW – March 14-22, 1969
A joint venture with the National Caravan Council.
(Miss G. Adams, Ext. 2788)

Vienna: INTERNATIONAL AUSTRIAN SHOE EXHIBITION – March 23-24, 1969
A possible joint venture with the British Footwear Manufacturers' Federation. Firms interested in participation should contact the Federation.
(Miss F. King, Ext. 2782)

Prague: BRITISH ENGINEERING DAYS – March 24-28, 1969
Possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the London Chamber.
(Mr. B. L. Banks, Ext. 3558)

Zagreb: SPRING FAIR. INTERNATIONAL CONSUMER GOODS FAIR – April 19-27, 1969
A possible joint venture with the Association of Musical Instrument Industries. Firms interested in participation should contact the Association.
(Mr. B. L. Banks, Ext. 3558)

Zagreb: INTERNATIONAL EXHIBITION OF TOURIST, CATERING AND SHOP EQUIPMENT (TU-EX) – April 19-27, 1969
Possible joint venture with London Chamber of Commerce. Firms interested in participation should contact the London Chamber.
(Mr. B. L. Banks, Ext. 3558)

(*Continued on page* 1573)

Addresses of ECGD Local Offices

The Export Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters; its object is to provide on a self-supporting basis, the cheapest form of export credit insurance possible. Total business declared for the Financial Year 1967/68 was £1,889,000. The Head Office of ECGD is at 59-67 Gresham Street, P.O. Box 272, London E.C.2 (Tel. 606 6699) The Department's local offices are as follows:

London (City)
London postal districts E., and E.C.2 and 3, and the county of Essex.
L. H. Clarke, Marlon House, 71-74 Mark Lane, London E.C.3. Tel. 488 3491. (Code: 01-488 3491) Telex 23164.

London (South)
London postal districts of E.C.4, S.E.1-27 and S.W.1-20. Counties of Kent and Surrey (Greater London Council Area only)
J. A. Dorrian, DFM, 42-46 Weston St., S.E.1. Tel. 407 5011, (Code: 01-407 5011) Telex 24812.

London (North)
London postal districts of N., E.C.1, W.C.1 and 2, County of Hertford.
G. J. A. Link, Empire House, St. Martin's-Le-Grand, E.C.1, Tel. 606 4581. (Code: 01-606 4581) Telex 263615.

London (West End)
London postal districts N.W. and W. County of Middlesex.
D. G. Hake, Waverley House, 7-12 Noel Street, London, W.1. Tel. 01-437 2292 (Code: 01-437 2292) Telex 24105.

Bedford
Counties of Bedford, Cambridge, Huntingdon, Norfolk, and Suffolk.
D. A. Green, Heron House, 49-51 Goldington Road, Bedford. Tel. Bedford 58798 (Code: 0234 58798) Telex 82350.

Belfast
The six counties of Northern Ireland.
J. J. Brown, Third Floor, Office 30/32, 7 Donegall Square West, Belfast. BTY 6 JE. Tel. Belfast 29428. (Code: 0232 29428) Telex 74577.

Birmingham
Counties of Shropshire, Hereford, Worcester, Warwick, Merioneth, Montgomery, Radnor and Staffordshire.
B. T. Clark, Chamber of Commerce House, Harborne Road, Birmingham, 15, Tel. Edgbaston 4375. (Code: 021-454 4375) Telex 33132.

Bradford
The West and North West of the West Riding of Yorkshire (excluding Barnsley, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).
A. C. Elston, West Riding House, Cheapside, Bradford 1, Tel. Bradford 25147. (Code: 0274 25147) Telex 51161.

Bristol
Counties of Gloucester East of the Severn, Wiltshire, Dorset, Somerset, Devon, Cornwall, and the Channel Islands.
F. Wilmot, Washington House, Great George Street. Bristol 1. BSI 5QL. Tel. Bristol 22102. (Code 0272 22102) Telex 44248.

Cardiff
Gloucester West of the Severn, Cardigan, Brecon, Pembroke, Carmarthen, Glamorgan and Monmouth.
G. H. Turl, St. David's House, Wood Street, Cardiff. Tel. 26657. (Code: 0222 26657) Telex 49284.

Crawley
Counties of Surrey (Excluding Area covered by GLC) and Sussex.
F. R. Burge, 36 Spencers Road, West Green, Crawley, Sussex.
Tel. 23444. (Code: 0293 23444) Telex 87374.

Edinburgh
The counties of Angus, Berwick, Clackmannan, Dumfries, Fife, Kinross, the Lothians, Peebles, Roxburgh and Selkirk.
A. E. Beedle, 108 George Street, Edinburgh, 2.
Tel. Caledonian 3004, (Code: 031-225 3004) Telex 72170.

Glasgow
The counties of Aberdeen, Argyll, Ayr, Banff, Bute, Caithness, Dunbarton, Inverness, Kincardine, Kirkcudbright, Lanark, Moray, Nairn, Perth, Renfrew, Ross and Cromarty, Stirling, Sutherland, Wigtown and the Orkneys, Shetlands, Western Isles and Hebrides.
R. H. K. Hughes, 7 West George Street, Glasgow, C.2, Tel, Central 3056. (Code: 041-CEN 3056) Telex 77130.

Leeds
The East and North Ridings of Yorkshire (excluding the area North of a line from Yarm to Staithes). The East and North of the West Riding of Yorkshire (including Goole, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).
W. A. Luxton, Headrow House, 42 The Headrow, Leeds, 1, Tel, Leeds 30082. (Code: 0532 30082) Telex 55232.

Liverpool
The Welsh counties of Anglesey, Caernarvon, Denbigh and Flint; Western parts of Lancashire and Cheshire (including Lancaster, Preston, Wigan and Warrington), and the Isle of Man.
J. M. Foster, Number One Old Hall Street, Liverpool 3.
Tel. Central 5756 (Code: 051-236 5756) Telex 62537.

Manchester
The Eastern parts of Lancashire and Cheshire (excluding Lancaster, Preston, Wigan and Warrington), and parts of Derbyshire.
W. Ford, Cheshire House, 18-20 Booth Street, Manchester, 2. Tel. Central 8861. (Code: 061-CEN 8861) Telex 66756.

Newcastle-upon-Tyne
Counties of Northumberland, Durham, Westmorland and Cumberland; part of North Riding of Yorkshire, including Middlesbrough, Redcar and Thornaby-on-Tees.
R. A. Bounds, 2 Osborne Road, Newcastle-upon-Tyne, 2.
Tel. Newcastle 814214 (Code: 0632 814214) Telex 53305.

Nottingham
Counties of Leicester, Rutland and Northampton, and parts of the counties of Nottingham, Derby and Lincoln.
J. N. Smales, MBE, Equitable House, Old Market Square, Nottingham. Tel. 46585. (Code: 0602 46585) Telex 37566.

Reading
Counties of Berks, Bucks, Hants and Oxford.
K. I. Humphrey, 18 The Forbury, Reading. Tel. Reading 40577-8. (Code: 0734 40577) Telex 84422.

Sheffield
The Southern triangle of the West Riding of Yorkshire (including Barnsley), and parts of the counties of Nottingham, Derby and Lincoln.
J. G. M. Cochrane, 8-12 Furnival Gate, Sheffield, 1. Tel. Sheffield 29151. (Code: 0742 29151) Telex 54244.

New York
In the United States exporters can obtain assistance from the Department's resident representative for the United States and Canada.
J. H. Hall, c/o British Consulate-General. 845 Third Avenue, New York, 10022, USA. Tel. Plaza 2-8400.

The Board of Trade

1 Victoria Street, London, S.W.1 (Telephone: 01-222 7877; T.A.: 'Advantage, London SW1'.) (Telex No. 25955. Answer Back BOTHQ LONDON)

Secretariat – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Accidents Investigation Branch – Shell Mex House, Strand, London, W.C.2. (01-836 1207; Telex 22119.) T.A.: Civilair, London W.C.2.)

Accountants Division – Hillgate House, 35 Old Bailey, London, E.C.4. (01-248 5757; Telex 886143.)

Accountancy Services (Civil Aviation) Division – The Adelphi, John Adam Street, London, W.C.2. (01-836 1207; Telex 22110; T.A.: Civilair, London WC2.')

Aeronautical Information Service – Tolcarne Drive, Pinner, Middlesex. (01-866 8781. Telex 22807. Answer back EGGN Pinner, T.A. Notoff) Aeronautical Fixed Services call sign EGGNYO.

Air Transport Licensing Board – Gaywood House, Gt. Peter Street, London, S.W.1. (01-222 7231.)

Bankruptcy Department:
Headquarters: Hillgate House, 35 Old Bailey, London, E.C.4. (01-248 5757; Telex 886143.)
Official Receiver (High Court): Victory House, Kingsway, London, W.C.2. (01-405 7641; T.A.: 'Official Receiver, London'.)

Board of Trade Advisory Committee – 2 Bunhill Row, London, E.C.1. (01-606 4071; Telex 886143.)

'Board of Trade Journal' – 1 Victoria Street, London, S.W.1. (01-222 7877, Ext. 2654; Telex 25955.)

British Weeks and Store Promotions Directorate – Kingsgate House, Victoria Street, London, S.W.1. (01-222 7877; T.A. 'Advantage, London SW1'; Telex 25955.)

Census Office – Lime Grove, Eastcote, Ruislip, Middlesex. (01-866 8771/0.)

Civil Aviation Divisions 1, 2 and 4 – Shell Mex House, Strand, London, W.C.2. (01-836 1207; Telex 22119; T.A.: 'Civilair, London WC2'.)
Division 3 – The Adelphi, John Adam Street, London, W.C.2. (01-836 1207; Telex 22110; T.A.: 'Civilair, London WC2'.)

Commercial Relations and Exports Divisions – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955; T.A.: 'Advantage, London SW1'.)

Companies Inspection and Liquidation Branch – Hillgate House, 35 Old Bailey, London, E.C.4. (01-248 5757; Telex 886143.)

Companies Registration Office – Companies House, 55/71 City Road, London, E.C.1. (01-253 9393.)

Companies (Winding-up) Department – Inveresk House, 346 Strand, London, W.C.2. (01-836 7733.)

Controllerate of National Air Traffic Control Services – The Adelphi, John Adam Street, London, W.C.2. (01-836 1207; Telex 22110; T.A.: 'Civilair, London WC2'.)

Distribution of Industry Division – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Economic (General) Divisions 1 and 2 – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Economic Services Division – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Enemy Property Branch – 2 Bunhill Row, London, E.C.1. (01-606 4071.)

Establishment Division – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Export Licensing Branch – Hillgate House, 35 Old Bailey, London, E.C.4. (01-248 5757; Telex 886143.)

Export Policy and Promotion Division – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955; T.A.: 'Advantage, London SW1'.)

Export Services Branch – Hillgate House, 35 Old Bailey, London, E.C.4. (01-248 5757; Telex: 886143; T.A.: 'Exserbra, London, EC4'.)

Export Service Bulletin Section – Room H.24, Hillgate House, 35 Old Bailey, London, E.C.4. (01-248 5757 Ext. 7058; Telex 886143; T.A.: 'Exserbra, London, EC4'.)

Films Branch – Broadway Buildings, 54 Broadway, London, S.W.1. (01-222 7877; Telex 25955.)

Finance Division – Norman Shaw North Building, Victoria Embankment, London, S.W.1. (01-930 4349; Telex: 25955.)

Import Licensing Branch – Broadway Buildings, 54 Broadway, London, S.W.1. (01-222 7877; Telex 25955; T.A.: 'Explic, London, SW1'.)

Industries Divisions 1 and 2 – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Information Division – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Insurance and Companies Department – Sanctuary Buildings, 20 Great Smith Street, London, S.W.1. (01-222 7877; Telex 25955.)

Investment Grants Division – Sanctuary Buildings, 20 Great Smith Street, London, S.W.1. (01-222 7877; Telex 25955.)

Jute Control – Kandahar House, 71 Meadowside, Dundee. (Telephone: 0382 24953.)

Marine Division – Surrey House, 20 Lavington Street, London, S.E.1. (01-928 7999; Telex 25955; T.A.: 'Advantage, London SW1'); Marine Navigational Aids: 2 Bunhill Row, London, E.C.1. (01-606 4071; Telex 886143; T.A.: 'Advantage, London SW1'.)

Parliamentary Branch – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Patent Office and Industrial Property and Copyright Department – 25 Southampton Buildings, Chancery Lane, London, W.C.2. (01-405 8721; T.A.: 'Patoff, London, W.C2'.) 51 Regent House, Cannon Street, Manchester, 4. (061 BLA 3759.)

Registry of Business Names – Companies House, 55/71 City Road, London, E.C.1. (01-253 9393.)

Shipping Policy Division – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Solicitors Department – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Standard Weights and Measures Department – 26 Chapter Street, London, S.W.1. (01-834 7032.)

Statistics Division – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Tariff Division – Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1. (01-222 7877; Telex 25955.)

Tariff Division – Duty Remission Branch, Sanctuary Buildings, 20 Great Smith Street, London, S.W.1. (01-222 7877; Telex 25955.)

Fairs Trade Branch – Broadway Buildings, 54 Broadway, London, S.W.1. (01-222 7877; Telex 25955.)

Philadelphia: AMERICAN WELDING SOCIETY SHOW – April 29-May 1, 1969
Possible joint venture with the Welding Society.
(Miss G. Adams, Ext. 2788)

Atlantic City: 32ND ANNUAL SUPERMARKET INSTITUTE CONVENTION – May 11-14, 1969
Possible joint venture with the British Food Export Council. Firms interested in participation should contact the Council.
(Miss G. Adams, Ext. 2788)

Zilina: INTERNATIONAL SYMPOSIUM AND EXHIBITION OF FINISHING TOOLS AND SMALL ITEMS OF MECHANIZATION IN THE BUILDING INDUSTRY 'SYMPOMECH' – July 1-4, 1969
Possible joint venture. Firms interested in participation should contact their associations.
(Mr. B. L. Banks, Ext. 3558)

Johannesburg: CHEMICAL INDUSTRIES EXHIBITION – July 21-26, 1969
Possible joint venture with the British Chemical Plant Manufacturers' Association. Firms interested in participation should contact the Association.
(Miss G. Adams, Ext. 2788)

Chicago: NATIONAL CANDY WHOLESALERS' ASSOCIATION CONVENTION AND EXHIBITION – July 26-29, 1969
Possible joint venture with the British Food Export Council.
(Mr. A. F. Fenton, Ext. 2786)

Los Angeles: PACIFIC FINE FOODS AND BEVERAGES FAIR – July 1969
Possible joint venture with the British Food Export Council. Firms interested in participation should contact the Council.
(Miss G. Adams, Ext. 2788)

Johannesburg: CONSTRUCTION MACHINERY EXHIBITION – July 30-August 7, 1969
Possible joint venture with the Federation of Manufacturers of Construction Equipment. Firms interested in participation should contact the Federation.
(Miss G. Adams, Ext. 2788)

San Francisco: WESTERN ELECTRONIC SHOW AND CONVENTION – 'WESCON' – August 19-22, 1969
Possible joint venture with the appropriate trade associations. Firms interested in participation should contact their associations.
(Miss G. Adams, Ext. 2788)

Moscow: FOOTWEAR, SHOEMAKING MACHINERY AND LEATHER PROCESSING (OBUV '69) – September 10-24, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. P. J. Evans, Ext. 2785)

Johannesburg: CHEMICAL ENGINEERING EXHIBITION – October 13-18, 1969
Possible joint venture with the British Chemical Plant Manufacturers Association. Firms interested in participation should contact the Association.
(Miss G. Adams, Ext. 2788)

Johannesburg: INSTRUMENT CONTROL SOCIETY OF SOUTH AFRICA ANNUAL EXHIBITION – October 13-18, 1969
Possible joint venture with the Scientific Instrument Manufacturers Association. Firms interested in participation should contact the Association.

Atlanta: BOBBIN SHOW (NEEDLE TRADES MANAGEMENT EXPOSITION) – October 22-25, 1969
Possible joint venture with the British Textile Machinery Organization – 'Trex'. Firms interested in participation should contact Trex.
(Miss G. Adams, Ext. 2788)

Detroit: PACKAGING MACHINERY SHOW – October 27-30, 1969
Possible joint venture with the appropriate trade association.
(Mr. A. F. Fenton, Ext. 2786)

Montreal: NATIONAL SHOE FAIR – October 1969
Possible joint venture with the British Footwear Manufacturers Federation. Firms interested in participation should contact the Federation.
(Miss G. Adams, Ext. 2788)

Paris: INTERNATIONAL HOTEL AND CATERING EQUIPMENT EXHIBITION (EQUIP'HOTEL) – October, 1969
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their association.
(Mr. R. J. Ager, Ext. 2783)

Chicago: VISUAL COMMUNICATION CONGRESS – November 5-8, 1969
The Board of Trade will be considering joint ventures with the appropriate trade associations.
(Mr. A. F. Fenton, Ext. 2786)

Paris: FRENCH PHYSICAL SOCIETY EXHIBITION – December 1969
An official information stand.
(Mr. R. J. Ager, Ext. 2783)

San Francisco: ATOM FAIR '69 – December 1969
Possible joint venture with British Nuclear Forum. Firms interested in participation should contact the Forum.
(Miss G. Adams, Ext. 2788)

ADDITIONS – 1970

Sydney: INTERNATIONAL TOY FAIR – March 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489)

Montreal: PLANT ENGINEERING AND MAINTENANCE SHOW – May 28-30, 1970
Possible joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Miss G. Adams, Ext. 2788)

Tokyo: 37 BUSINESS SHOW – May 1970
A possible joint venture with the Business Equipment Trades Association. Firms interested in participation should contact the Association.
(Mrs. I. M. Janzen, Ext. 2489)

Moscow: MODERN EQUIPMENT AND TECHNOLOGICAL PROCESSES IN LIGHT INDUSTRY – May/June 1970
The Board of Trade is not at this stage inviting applications from firms, but any firm which would wish to have further information as it becomes available may register its preliminary interest with:
(Mr. P. J. Evans, Ext. 2785)

Moscow: CHEMISTRY EXHIBITION – September 1970
The Board of Trade is not at this stage inviting applications from firms, but any firm which would wish to have further information as it becomes available may register its preliminary interest with:
(Mr. P. J. Evans, Ext. 2785)

Johannesburg: ELECTRA 70: ELECTRICAL, ELECTRONIC AND NUCLEONIC ENGINEERING EXHIBITION – September/October 1970
Possible joint ventures with the appropriate trade associations.

(Continued on next page)

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman overseas.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

Firms interested in participation should contact their associations.
(Miss G. Adams, Ext. 2788)

(c) BRITISH WEEKS and STORE PROMOTIONS

AMENDMENTS – 1969

Johannesburg: GREATERMANS LTD. – April 1969
This heading should be amended to read:

Johannesburg, Port Elizabeth and Springs: GREATERMANS LTD. – March/April 1969

Durban: GREATERMANS LTD. – April 6-26, 1969

ADDITIONS – 1969

Sydney and Brisbane: DAVID JONES LTD. – Commencing May 13, 1969
This 'World Fair' in seven stores will feature consumer goods of the department store type. The London Buying House is David Jones Ltd., 315 Regent Street, London, W.1 (Tel. Langham 1555).
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

Sydney: PROUDS (PTY) LTD. – August 1969
This British promotion will probably include, in addition to Sydney, their stores in Melbourne, Adelaide and Canberra. The goods featured will include china and earthenware, dinner ware, painted and ornamental ware and figurines, glassware, silverware, cutlery, leatherware, clocks, jewellery and fancy goods. The London Buying House is Prouds and Edments (London) Ltd., 17 Stratton Street, London, W.1 (Tel. 01-499 3353).
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

Philadelphia: STRAWBRIDGE AND CLOTHIER – October 20-November 1, 1969
This British promotion will feature consumer goods generally. The London Buying House is Associated Merchandising Corporation, 1b Baker Street, London, W.1 (Tel. 01-486 4721).
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

Washington: WOODWARD AND LOTHROP INC. – October 27-November 8, 1969
This British promotion will feature consumer goods generally. The London Buying House is Associated Merchandising Corporation, 1b Baker Street, London, W.1 (Tel. 01-486 4721).
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

Houston, Texas: FOLEY'S – November 3-15, 1969
This British promotion will feature consumer goods generally. The London Buying House is Associated Merchandising Corporation, 1b Baker Street, London, W.1 (Tel. 01-486 4721).
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

Amendments and Additions to Classified List of TRADE FAIRS AND EXHIBITIONS–Section II–IV

No responsibility is taken for the standing of organizations or individuals mentioned in these lists and dates, etc., may be subject to alteration.

Applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation, but the Board of Trade, Trade Fair Branch, Broadway Buildings, 54 Broadway, London, S.W.1, will be glad to answer general inquiries. The telephone number is 01-222 7877, extension:

Eastern Europe including East Germany	3558
Cologne, Düsseldorf, Offenbach, Wiesbaden	2569
Other towns in West Germany	3557
Austria, Italy, Portugal	3072
France (Paris only), Sweden	2783
Other towns in France, Belgium, Luxembourg, Finland, Norway, Denmark	2398
Malta, Netherlands, Switzerland, Spain, Irish Republic	3072
United States, Canada	2788
United Kingdom	3008
The rest of the world	2496

Information can also be provided about other events, which owing to space limitation, are not included in the lists.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

TRADE FAIRS AND EXHIBITIONS IN EUROPE – Section II

Delete – 1970

HELSINKI: TV/RADIO AND MUSIC EXHIBITION – October/November

Amendments – 1969

UTRECHT: INTERNATIONAL TRADE FAIR FOR SHOP FITTINGS AND DISPLAY – March 2-7
This entry should be amended to read:
UTRECHT: INTERNATIONAL TRADE FAIR FOR SHOP FITTINGS AND DISPLAY (MACROSHOP) – March 2-7

BASLE: INTERNATIONAL EXHIBITION OF INDUSTRIAL ELECTRONICS (INEL)
The dates should be amended to read March 4-8.

HANOVER: HANOVER FAIR – April 25-May 3
The dates should be amended to read April 26-May 4.

MOSCOW: EQUIPMENT FOR AUTOMATION OF PRODUCTION PROCESSES (AUTOMATION '69) – May 14-28
This entry should be amended to read: Apply, the USSR Chamber of Commerce, Department of International and Foreign Exhibitions in the USSR, 6 Kuibyshev Street, Moscow 3.

PADUA: INTERNATIONAL SAMPLES FAIR – May 31-June 13
The dates should be amended to read May 29-June 9.

JONKOPING: EUROPEAN AGRICULTURAL AND INDUSTRIAL FAIR (ELMIA) – May-June
The dates should be amended to read June 6-15.

MILAN: SCIENTIFIC AND TECHNOLOGICAL HOSPITAL INSTRUMENT EXHIBITION – June
The dates should be amended to read June 12-27.

TURIN: DOMESTIC ART EXHIBITION – March 14-27
The date should be amended to read June 14-27.

FRANKFURT: INTERNATIONAL DAIRY ENGINEERING EXHIBITION – June 23-27
The following have been appointed United Kingdom Agents for this event: Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.2 (Tel. Metropolitan 9711).

IZMIR: INTERNATIONAL TRADE FAIR – August 20-September 20
This entry should be amended to read: Apply, British Chamber of Commerce of Turkey (Inc.), 69 Cannon Street, London, EC4.

UTRECHT: EUROFINISH/VOM '69 TRADE FAIR – September 9-13
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

This event at present under FURNITURE, FURNISHINGS, HOUSEHOLD EQUIPMENT AND HARDWARE should be inserted under ENGINEERING, OTHER.

FRANKFURT: INTERNATIONAL BOOK FAIR – September 19-24
The dates should be amended to read October 8-13.

TURIN: INTERNATIONAL CLOTHING EXHIBITION MARKET – September
Apply, Mrs. R. Stewart, 12 Montagu Mansions, York Street, London, W.1 (Tel. Hunter 4100) Thomens Plads, 1925 Copenhagen u.
The address should be amended to read: Apply Mrs. R. Stewart, 12 Montagu Mansions, York Street, London, W.1 (Tel. Hunter 4100).

PLOVDIV: INTERNATIONAL FAIR – September-October
The dates have been amended to read: September 21-October 5.

STOCKHOLM: TECHNICAL FAIR – October 1-7
The telephone number of the United Kingdom agents, Marketing Exhibitions Ltd., should be amended to read: 01-788 1186.

STOCKHOLM: INTERNATIONAL OFFICE EQUIPMENT EXHIBITION – October 17-24
The dates should be amended to read October 23-30.

Amendment – 1970

PIRMASENS: INTERNATIONAL FOOTWEAR, LEATHER AND MACHINERY FAIR – May 23-28
The dates should be amended to read May 7-12.

(*Continued on next page*)

LEIPZIG: INTERNATIONAL TECHNICAL SPRING FAIR – March 2-11
Apply, Leipzig Fair Agency in Great Britain, 19 Dover Street, London, W.1 (Tel. Hyde Park 3111/2).

HELSINKI: FINNISH INTERNATIONAL SHOE EXHIBITION – March 16-17
Apply, Mr. Karjarinta, Suomen Kenkakauppiaiden Liittee Ry., Fredrikinkatu 67e, Helsinki 10.

BELGRADE: 6TH INTERNATIONAL FAIR OF CHEMICAL INDUSTRIES – June 14-22
Apply, Arpent Corringales, Hatfield Heath, Bishops Stortford, Herts. (Tel. Hatfield Heath 315).

DÜSSELDORF: INTERNATIONAL HOSPITAL EXHIBITION – June 19-25
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1 (Tel. 01-636 9325).

TRONDHEIM: 3RD OFFICIAL FISHERIES FAIR – August 14-24
Apply, Norges Varemesse, Drammensveien 154 Skoyen, Oslo 2.

COLOGNE: INTERNATIONAL OFFICE EQUIPMENT EXHIBITION (BURO) – September 1-4
Apply, H. E. Melson, MBE. Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel Sullivan 2154).

STOCKHOLM: CARPET EXHIBITION (GOLVEX '69) – September 1-4
Apply, Golvex, Norrlandsgatan 22, 111 43 Stockholm.

BELGRADE: INTERNATIONAL SHOW FOR THE FOUNDRY TRADE – September 7-14
Apply, Arpent Corringales, Hatfield Heath, Bishops Stortford, Herts. (Tel. Hatfield Heath 315).

BRNO: INTERNATIONAL TRADE FAIR – September 7-16
Apply, Fairs & Exhibitions Ltd., 14 New Burlington Street, London, W1 (Tel. Regent 0855).

BRUSSELS: INTERNATIONAL MUNICIPAL EQUIPMENT EXHIBITION – September 10-14
Apply, Brussels International Trade Fair Management, Palais du Centenaire, Brussels.

ZAGREB: INTERNATIONAL AUTUMN FAIR – September 11-21
Apply, Exhibitions Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

BERLIN: OFFICE EQUIPMENT EXHIBITION – October 14-18.
Apply, Berliner Ausstellungen, 1 Berlin 19 Messedamm 22.

HAMBURG: INTERNATIONAL CONTAINER EXHIBITION – October 21-26
Apply, Planten un Blomen, 2 Hamburg 36, Am Dammtor.

TRADE FAIRS AND EXHIBITIONS OUTSIDE EUROPE – Section III

Amendments – 1969

TRIPOLI: INTERNATIONAL TRADE FAIR – February 28-March 20
The dates should be amended to read March 6-26

NEW YORK: INTERNATIONAL TOY AND TRADE FAIR – March 9-13
The dates should be amended to read March 9-12.

NEW YORK: BICYCLE AND MOTORCYCLE SHOW March 9-13
The dates should be amended to read March 9-12.

PHILADELPHIA: AMERICAN WELDING SOCIETY SHOW – April 28-May 2
The dates should be amended to read April 29-May 1.

CHICAGO: ANNUAL NATIONAL RESTAURANT CONVENTION AND EXPOSITION – HOTELRAMA – May 26-29
The dates should be amended to read May 24-28.

CHICAGO: INDEPENDENT PET INDUSTRY TRADE SHOW – June 2-4
The dates should be amended to read June 8-10.

Additions – 1969

SAN FRANCISCO: NATIONAL SPORTS AND BOATS SHOW – January 10-19
Apply, T. R. Mooney Esq., 325 N. Pacific Ave., San Francisco 94111.

ANAHEIM: 5TH INTERNATIONAL TRUCK, TRAILER AND EQUIPMENT EXPOSITION – March 26-28
Apply, G. Gerrard, 1240 Bayshore Highway, Burlingame, California 94010.

NEW YORK: INTERNATIONAL STAMP AND COIN EXHIBITION (INTERPEX) – April 4-6
Apply, Industrial Exhibitions Inc., 121 West 45th Street, New York NY 10036.

NEW YORK: INTERNATIONAL AUTOMOBILE SHOW – April 5-13
Apply, Charles Snitow Organisation, 331 Madison Avenue, New York NY 10017.

BOSTON: HEALTH, RECREATION AND PHYSICAL EDUCATION SHOW – April 11-15
Apply, Dr. G. Grover, State Education Department, Albany, NY 12224.

CASABLANCA: 23RD INTERNATIONAL TRADE FAIR – April 24-May 11
Apply, Foire Internationale De Casablanca Commissariat General, 11 rue Jules Mauran, Casablanca.

ATLANTIC CITY: ANNUAL CONVENTION OF SUPERMARKET ASSOCIATION – May 11-14
Apply, M. J. O'Connor, 200 E Ontario Street, Chicago, 60611.

LOURENCO MARQUES: AGRICULTURAL, COMMERCIAL AND INDUSTRIAL FAIR (FACIM) – May 31-June 15
Apply, Farim Feira Agro-Pecuania Commercial e Industrial d Mocambique Predio Santos Gil 2n22 Caixa Postal 1761, Lourenco Marques.

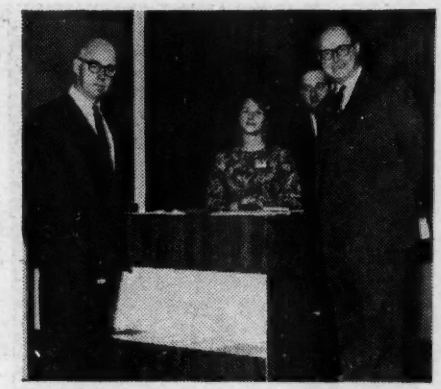
TORONTO: NATIONAL INDUSTRIAL PRODUCTION SHOW – June 2-6
Apply, Mr. E. M. Wilcox, 19 Melinda Street, Toronto, Ontario.

CHICAGO: NATIONAL CANDY WHOLESALERS ASSOCIATION – July 26-29
Apply, C. M. McMillan, 1343 L. Street, NW Washington DC 20005.

ALGIERS: INTERNATIONAL TRADE FAIR – August 29-September 15
Apply, Algerian Chamber of Commerce and Industry, Algiers.

MOGADISHU (SOMALIA): 10TH INTERNATIONAL TRADE FAIR – September 28-October 12
Apply, Somalia Chamber of Commerce, PO Box 27, Mogadishu.

SYDNEY: INTERNATIONAL PLASTICS EXHIBITION (AUSPLAS '69) – September 29-October 3
Apply, The Plastics Institute of Australia, 647 George Street, Sydney.



Sir Peter Garran, British Ambassador in the Hague (right), visited British exhibitors at the third Fiarex, Amsterdam. Pictured with him on the Radio and Electronic Components Manufacturers Federation information stand at the show is (left) Mr. A. C. Bently, secretary of the RECMF.

CAPE TOWN: FISHING INDUSTRIES EXHIBITION – October 20-25
Apply, South African Exhibition Organisers (Pty) Ltd., PO Box 2900, Johannesburg.

NEW YORK: BUSINESS EQUIPMENT EXPOSITION AND CONGRESS – October 27-31
Apply, Business Equipment Manufacturers Exhibits Inc., 235 East 42nd Street, New York NY 10017.

SAN FRANCISCO: HI-FI AND MUSIC SHOW – October 30-November 3
Apply, Institute of High Fidelity Manufacturers Inc., 125, 23rd Street, New York 10.

SYDNEY: 2ND INTERNATIONAL CLOTHING MACHINERY AND SUPPLIES EXHIBITION – November 3-6
Apply, Thomson Exhibition Promotions Pty. Ltd., Sydney 47, Chippen Street, Chippendale, NSW 2008.

Additions – 1970

CHICAGO: INTERNATIONAL CONVERTING EQUIPMENT (CONVERT '70) EXHIBITION – March 23-29
Apply, The Show Company, 1605 Cahuenga Boulevard, Los Angeles, California.

SYDNEY: INTERNATIONAL TOY FAIR – March
Apply, The Organizer, International Toy Fair (1970) Australian-British Trade Association, 4 Bridge Street, Sydney, NSW.

TOKYO: 37TH BUSINESS SHOW – May
Apply, Nippon Office Management Association, 1 Ginza, 2-Chome, Chuo-ku, Tokyo.

TOKYO: PACKAGING SHOW – September 22-28
Apply, Tokyo Packaging Technique Association, Honshu Building, Ginza Higashi, Chuo-ku, Tokyo.

(Continued on next page)

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their address is given on pages i-viii of September 13 issue.

Mr. Anthony Greenwood, Minister of Housing and Local Government (centre), opened the Public Works and Municipal Services Exhibition on November 11. Picture shows Mr. and Mrs. Greenwood visiting the British Crane and Excavator Corporation stand after the opening. With them are Mr. David Steel, export sales director, and company executives.

OSAKA: INTERNATIONAL MACHINE TOOL TRADE FAIR – October
Apply, The Secretariat, Osaka International Trade Fair Commission, Honmachibashi, Higashi-ku, Osaka.

TRADE FAIRS AND EXHIBITIONS IN THE UNITED KINGDOM – Section IV

Amendments – 1969

BRIGHTON: THE INTERNATIONAL OCEANOLOGICAL EQUIPMENT AND SERVICES EXHIBITION
The dates of this event should be amended to read February 17-21.

GLASGOW: SCOTLAND'S FOOD EXHIBITION – March 11-12
The location of this event should be amended to read Waverley Market, Edinburgh.

HARROGATE: THE MAJESTIC EXHIBITION OF FINE LIGHTING
The dates of this event should be amended to read July 20-25.

HARROGATE: 19TH NORTHERN ANTIQUE DEALERS FAIR – September
The dates of this event are September 4-11.

BRIGHTON: MENSWEAR ASSOCIATION OF BRITAIN CONVENTION AND EXHIBITION
The dates of this event should be amended to read September 23-26.

EASTBOURNE: INSTITUTE OF PURCHASING AND SUPPLY MINIBITION
The dates of this event should be amended to read September 25-27.

LONDON: ROYAL INTERNATIONAL DAIRY SHOW – October
The dates of this event are October 21-23.

LONDON: THE INTERNATIONAL AUDIO AND PHOTOCINE FAIR – October 16-21
The address of C. Rex Hassen and Associates should be amended to read 42 Manchester Street, London, W1.

Addition – 1969

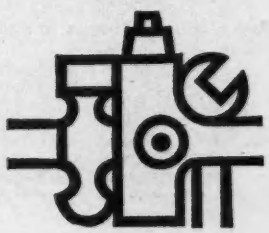
LONDON: NATIONAL AUDIO-VISUAL AIDS CONFERENCE AND EXHIBITION (NAVEX 69) – July 21-24. At Olympia
Apply, The National Committee for Audio-Visual Aids in Education and the Educational Foundation for Visual Aids, 33 Queen Anne Street, London, WIM OAL (Tel. 01-636 5742).

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered,*

Black and white prints: *These should be action photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

HAND & PORTABLE TOOLS
TOOLEX EXHIBITION
'69



1-6 June 1969
Bingley Hall
Birmingham
England

For Manufacturers and Dealers in Hand and Portable Tools - their own exclusive Trade Exhibition. Already hailed by Buyers as a 'must' visit. Every visitor will be a Trade Buyer.

Categories being Exhibited by the World's leading manufacturers include:

Hand hammers	Pliers	Hand lifting and material handling equipment	Saws
Motor panel dollies	Mains testers	Electrical hedgecutters	Precision tool combination sets
Art metalworkers' stakes and hammers	Circuit testers	Electrical grinders	Planes
Portable, electric and pneumatic tools	Feeler gauges	Adjustable wrenches	Taps
Steel files and rasps	Trimming knives	Tool boxes	Reamers
Hacksaw blades	Sheet saws and blades	Wire brushes	Counter boxes
Twist drills	Hacksaw frames	Padlocks	Punches
Spanners	Junior hacksaws	Vices	Rakes
Precision measuring equipment	Hand drills	Pointing	Mallets
Power tools	Padsaws	Brick and plastering trowels	Hawks
Screwdrivers	Versaplane motorists' kits	Key blanks	Gimlets
Wood chisels	Electricians' kits	Steel rules and tapes	Clamps
	Handyman's kits	Soldering irons	Blowlamps
	Scaling guns		Etc, etc.

If YOUR product is a hand or portable tool it should be there too!

Details from the Organisers:
Trades Exhibitions Ltd. Spring Street, London, W2 England. Tel: 01-262 2886 Grams: Trafairs, London, W2

Overseas Trade and Exports

Changes in German Border Taxes

By the Commercial Department, British Embassy, Bonn

THE Federaal German law providing for a 4 per cent tax relief on imports and a 4 per cent tax charge on exports has now passed all stages in the Federal Parliament and comes into effect as indicated below.

COVERAGE

All German imports and exports are covered with the exception of the following products which are subject to the EEC Common Agricultural policy:

	EEC Regulation Number
Cereals	120/67
Pig Meat	121/67
Eggs	122/67
Poultry Meat	123/67
Fruit and Vegetables	23
Wine	24
Milk and Milk products	804/68
Beef	805/68
Fats	136/66
Sugar	1009/67
Processed products based on fruit and vegetables	865/68

A full list of the products covered by these exemptions will be published in the *Export Services Bulletin* and will be available from Export Services Branch of the Board of Trade at Hillgate House, 35 Old Bailey, London, E.C.4, and the Board of Trade Regional offices.

The Federal Government is authorized to exclude any agricultural products which subsequently become subject to EEC market regulations during the period of validity of the new law.

The new law applies to West Berlin.

IMPORTS

Rate of relief

Goods at present subject to the 11 per cent rate of import turnover tax (Einfurhumsatzsteuer) benefit from a 4 per cent tax relief. Goods subject to the 5½ per cent rate of import turnover tax benefit from a 2 per cent tax relief. There is no relief for those few categories of goods which are not subject to import turnover tax. The rebate will not be granted on excise levies.

Method of operation

Turnover tax at importation and at later stages in production and distribution will continue to be charged at the standard rates of 11 per cent and 5½ per cent. When the contractor pays to the customs office his liability for import turnover tax, he will receive a rebate of a sum equal to 4 per cent (or 2 per cent where the lower rate applies) of the duty paid value of the imports. The contractor who is responsible for the importation of goods will make returns in the normal way each month to the Federal Tax office of the difference between the turnover tax for which he is liable on imports (plus TVA paid on any other purchases of goods and services) and the tax he has charged on his onward sales to customers in Germany.

This rebate is paid only once on each importation, and only at the first stage in the production and distribution chain. A simple numerical example of the working of the new rebate is given at the end of this article.

Who receives the rebate?

The person who pays the import turnover tax receives the rebate. In most cases this will be the agent of the supplying firm, or its customer. But exporters making sales to German customers in circumstances in which the power of disposal over the goods takes place on German soil, and who are themselves thereby liable for payment of Import Turnover Tax, will be paid the rebate.

Timing

Rebates will be paid at the appropriate rate on all import transactions which during the period November 20, 1968 to March 31, 1970, are liable to import turnover tax.

German goods which are exported on or after November 19, 1968 without having been subject to the export tax, and are re-imported do not qualify for the rebate.

Export documentation

The new law does not require any changes in documentation.

Action by British firms

It is essential that British firms should discuss with their German agents as soon as possible the best way of exploiting the advantages of the rebates which in many cases should make possible a substantial increase in sales volume. British firms will have an advantage here over their foreign competitors in that they can rely on the experience gained in the similar exercise made necessary last year following the devaluation of sterling. But on this occasion the benefits of the new rebate are available to all Germany's foreign suppliers, including her EEC partners. French exporters in particular will benefit under measures announced recently involving the abolition of Payroll Tax and an increase in the rates of TVA in France.

It is particularly important that the reasons for any changes in pricing policy on the part of British exporters should be fully explained to agents and customers. Much resentment was caused a year ago and goodwill lost by firms which failed to do this.

EXPORTS

Deliveries of German goods for export are subject to value added tax as from November 23. The following types of transaction are covered:

(a) ordinary export sales of goods (as defined in paragraph 6 of the Turnover Tax Law) but not of services;
(b) the transfer of articles abroad for industrial use or for processing to be carried out by foreigners for West German principals (paras. 52 and 53 of the Customs Law);
(c) processing on a commission basis for foreign principals (as defined in paragraph 7 of the Turnover Tax Law).

Orders concluded by November 23, with a firm price written in, and executed by December 23, 1968 are exempted from the export tax.

Rates of tax

Goods which if sold within Germany would be at present subject to tax at 11 per cent, will be taxed on export at 4 per

(*Continued on next page*)

CHANGES IN GERMAN BORDER TAXES, *continued*

cent. Goods which if sold in Germany would be taxed at 5½ per cent will be taxed on export at 2 per cent.

Method of operation

The tax will be collected by the same method as the TVA on goods sold in Germany.

EXAMPLES

The following is a simplified price structure of an import transaction to illustrate the working of the new rebate, taking the rate of tax as 11 per cent throughout. Example A illustrates the TVA system without the rebate; Example B shows how the rebate is paid; and the effect if the onward selling price is reduced.

Example A. TVA system (without rebate)

1. Cost of imported goods	DM 100	(duty paid including transport cost to first delivery point)
2. Add Import Turnover Tax (11 per cent)	DM 11	
3. Price paid by importer (agent)	DM 111	
4. Price charged by importer to German customer	DM 120	
5. Add value added Tax (11 per cent)	DM 13.2	
6. Price paid by German customer	DM 133.2	

7. In accounting to the Federal Tax Office the importer deducts from the TVA received (5) DM 13.2, the Import turnover tax paid (2) DM 11, and pays the difference DM 2.2 to the Tax Office. His gross profits are thus DM 133.2 (6) minus DM 111 (3) minus DM 2.2, i.e. DM 20.

Example B. TVA system showing operation of rebate

1. Cost of imported goods	DM 100	(duty paid including transport cost to first delivery point)
2. Add Import Turnover Tax (11 per cent)	DM 11	
3. Rebate received from customs	DM 4	
4. Price paid by importer	DM 107	
5. Price charged to customer	DM 116	
6. Add TVA (11 per cent)	DM 12.76	
7. Price paid by customer	DM 128.76	
8. Tax paid by importer to Federal Tax office (see below)	DM 1.76	
9. Importers gross profit	DM 20	

Note: In accounting to the Federal Tax Office the importer pays over the difference between the TVA received, DM 12.86 (6) and the Import Turnover Tax paid, DM11 (2); the rebate of DM 4 is not taken into account.

A translation of the new law will be available from Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, and Board of Trade Regional Offices.

Regional Organization of the Board of Trade

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below

Northern Region
Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TJ. (Tel. Newcastle 27575. Code: 0632 27575. Telex No. 53178.) Sub-Office for Cumberland and Westmorland: Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9.)
R. Wood.

Yorkshire and Humberside Region
City House, New Station Street, Leeds, 1. (Tel. Leeds 38232. Code: 0532 38232. Telex No. 55472.)
E. Atherton.

Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 6271. Telex No. 25991.)
F. Lacey.

London and South Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 4355. Telex No. 25991.)
P. B. Hunt.

South Western Region
The Pithay, Bristol BS1 2NE. (Tel. Bristol 21071. Code: 0272 21071. Telex No. 44214.)
L. I. Macbeth.

Wales
Government Buildings, Gabalfa, Cardiff, CF4 4YL. (Tel. Cardiff 62151. Code: 0222 62151. Telex No. 49267.) North Wales District Office, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire. (Tel. 0492 44261.)
I. Gray.

Midland Region
Five Ways House, Islington Row, Birmingham, 15. (Tel. Birmingham Midland 8221. Code: 021, 643, 8221. Telex No. 33702.)
J. F. I. Jardine.

North Western Region
Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. Telex No. 66104.)
N. S. Belam.

Scotland
314 St. Vincent Street, Glasgow, C3. (Tel. Glasgow City 2855. Code: 041. CIT 2855. Telex No. 77583.) District Office: 29a High Street, Inverness. (Tel. Inverness 30867. Code: 0463 30867.)
P. J. L. Homan.

Northern Ireland
Ministry of Commerce (Northern Ireland), 21 Linenhall Street, Belfast. BT2 8BY. (Tel. Belfast 34488. Code: 0232 34488. Telex No. 74578.)
H. E. Jones, C.B.E.

Netherlands' Tax on Value Added

From the Commercial Department of the British Embassy, The Hague

THE NETHERLANDS is due to adopt on January 1, 1969 a system of Tax on Value Added (TVA) to replace the present cascade system of turnover tax, in compliance with EEC directives designed to harmonize tax systems within the community. Germany and France have already adopted TVA systems. The Dutch Act introducing TVA (Wet op de omzetbelasting 1968) will come into force on January 1, 1969. The new law differs from the present turnover tax law in many respects and the full effects of the changeover are not yet clear. A number of details remain to be settled by administrative orders still to be issued. The following therefore is intended to serve only as a preliminary guidance to British businessmen and, while every care has been taken in compilation of this notice, no responsibility can be accepted as to its correctness or completeness.

As under the existing system, the importation of goods as well as the supply of goods and the tendering of services in the Netherlands will be subject to turnover tax under the TVA system. In the case of imports, the importer will be liable for its payment; in case of transaction within the country, the seller or person providing the service.

TVA will be payable on all deliveries and services (unless there is specific exemption) at every stage of production and distribution including retail sale. The general principle is that the seller adds the amount of tax due on a transaction to his selling price (showing it separately on his invoice), and in assessing the amount of tax payable to the authorities, deducts from it all tax previously paid on the goods when he bought or imported them (as shown on his supplier's invoice), on components and materials which he has bought or imported to incorporate in them, on services for which he has paid and (with some temporary limitation) on plant and equipment bought or imported for use in their production or supply. His net liability is thus for tax only on the value which he has added to the goods.

In practice assessment and payment of tax due will be made on a periodic basis; a trader will assess the total gross tax for which he is liable according to the sales invoices which he has issued in a taxation period and deduct the total tax previously paid according to invoices issued to him in the period for goods and serivces purchased. He will then pay the debit balance or reclaim the credit balance.

It is *delivery* of goods (defined in Article 3 of the Act, and including supply by hire purchase and various forms of transfer of title, as well as sale) which will create the liability to the tax. In the case of transactions within the Netherlands tax will become chargeable at the time of issue of the invoice, and the invoice must be issued within 15 days of the end of the month in which delivery has taken place. But if payment is made before issue of the invoice, tax will become chargeable at that point. In the case of imports, tax will become chargeable with customs duty when the goods are physically imported, regardless of date of issue of invoice.

Basis of assessment

In the case of a sale within the Netherlands, the tax will be assessed on net selling price. Administrative orders have been issued to define the extent to which discounts, returnable packing charges, insurance and other charges paid by clearing agents, for example, import duties and other taxes may be excluded for the purpose of assessment. In the case of imports, the tax will be assessed on landed, duty-paid cost plus the cost of inland freight to the consignee's address. (Inland freight to consignee is already included under the present ('cascade') system in assessing value of imports for tax.)

Rate of tax

The general rate will be 12 per cent. Most foodstuffs, farm animals, oil, gas, electricity, water, some medicines and medical dressings, books, newspapers and periodicals (see also under 'Transitional period' below), works of art and antiques, internal public transport, press advertising and some other specified goods and services will be available at 4 per cent. A 'zero-tariff' is established by the Act for sea-going vessels and aircraft intended for use on international routes, for goods delivered for export, for international travel by sea and air and for some other specified goods and services, including the cost of transporting imported goods to their destination (since, as stated above, the cost of this service will be included in the value on which the goods themselves will be assessed for TVA on import).

A 'special consumption tax' of 15 per cent of retail price net of TVA will be charged on the delivery by the manufacturer and on the import of passenger cars in addition to 12 per cent TVA. The excise duty on alcohol will be increased by 10 per cent and provision is made for adjusting the excise duty on tobacco. The purpose of these three measures is to maintain the total incidence of tax on these classes of goods at approximately the same level as under the present system of turnover tax.

In addition to the application of a 'zero-tariff' to some goods and services, certain other transactions and services are *exempted* from TVA. These include medical and veterinary services, banking, insurance, postal and telegraph services, radio and television, education, house-letting, etc. Farmers and growers of flowers, fruit and vegetables, etc., are generally exempted by being excluded from the definition of traders liable to the tax (but may opt to be included).

The purpose of the distinction between 'zero-tariff' and 'exemption' is that the supplier of goods or services subject to 'zero-tariff' is regarded as a trader nominally liable to TVA (at nil rate) and therefore may recover TVA charged on his purchases, etc., by making periodic returns to the authorities; while 'exempt' persons will not be able to recover the TVA element in prices paid for purchases.

Procedure

The Act makes it obligatory for traders 'resident or established' in Holland (i.e. including Dutch branches of British companies) to keep records of deliveries made and services rendered to them and of their imports and exports: to supply invoices giving specified information within a specified time: and to make declarations,

(*Continued on page* 1581)

SPOTLIGHT ON OVERSEAS TRADE No. 20

An informative survey of the Dutch market is to be found in the Midland Bank's pamphlet:

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This is the latest in the "Spotlight" series of pamphlets which the Midland Bank issues from time to time on matters of topical interest relating to overseas trade. Copies of this pamphlet can be obtained from any of the Bank's 2,700 branches or by filling in and sending to us the coupon below.

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payments and claims within specified periods.

In view of the administrative load which this imposes, small businessmen who have limited liability to TVA are either exempted from the tax or granted certain reductions in their liability.

Transitional period

Turnover tax which has been paid under the present ('cascade') system on unused business stocks held on January 1, 1969 will in general be refunded. The refund may include tax paid on plant and equipment, etc., raw materials and services employed in the production of the goods provided the goods are exported during 1969 unused and in the same state as they were on January 1, 1969. The refund will be reduced by one percentage point (e.g. tax paid at 6 per cent will be refunded at 5 per cent) and may be reclaimed only in instalments of a quarter at a time, at the end of the second, third and fourth quarters of 1969 and the first quarter of 1970 (but refunds allowable may be reclaimed immediately in full on goods exported).

The Act makes an exception to the general rule for deduction of TVA previously paid in regard to TVA paid on capital equipment delivered or imported after January 1, 1969 for use in a trader's business. Deduction in such cases is limited to 30 per cent of the tax paid on equipment delivered or imported in 1970: and 90 per cent on equipment delivered or imported in 1971. This exception does not apply to ships (excluding houseboats and pleasure craft) or to textile machinery (with some specified exceptions). A separate Act provides for the gradual reduction over the next years of the existing investment allowances against income tax. The purpose of the two provisions is to smooth the transition to TVA.

Subscription copies of newspapers and periodicals (but not daily papers) will be free of TVA in 1969, 1970 and 1971.

Effect on prices

The Government estimate that the introduction of TVA will lead to an average rise in domestic prices of 1 per cent. The effect on prices of individual products and services will however vary considerably with increases of some and decreases of others. The list following this article gives estimates prepared by the Netherlands Central Planning Bureau.

Points for exporters

In defining responsibility for payment, the Act states that if a supplier of goods or services is not resident and has no permanent establishment in the Netherlands, the importer or recipient is liable to tax due for deliveries or services which have taken place in the Netherlands. British exporters who have no branch or other permanent establishment in the Netherlands cannot themselves there become liable to TVA; but those who have may become liable in some circumstances. For example, the place of delivery is defined by the Act as being:

either, if delivery involves transportation, the place where transportation begins,

or, otherwise, the place where the goods are located at the time of delivery.

If therefore a British exporter having a branch in the Netherlands ships in goods, for example for storage on his own account before delivery, or if delivery does not consist only of the delivery of goods but involves the erection or assembly of a machine in the Netherlands, delivery cannot be said to have been effected outside the Netherlands and the exporter will be liable to TVA on the goods on import and again for TVA on delivery (from which he will deduct the TVA on import).

The Act lays down that a commission agent who makes contracts in his own name, even though on the instruction or for the account of another supplier, will be held liable for TVA on the transactions.

Exporters should consider the effects of the new system with a view to possible readjustment of their prices and other conditions of sale, and particularly to stipulating that the purchaser in the Netherlands is the importer and responsible for customs clearance. Methods and terms will vary from case to case according to circumstances.

Where circumstances will involve an exporter in responsibility for payment of TVA, he will be well advised, in view of the amount of book-keeping, rendering of tax declarations and other paper work involved, to consider the appointment of a representative in the Netherlands authorized to receive correspondence from the Netherlands tax authorities and to safeguard his interests. In very many cases, his Netherlands branch or representative will be able to undertake this but if not, the exporter should consider the appointment of a tax adviser, e.g., a firm of British accountants with a branch office in the Netherlands.

Inquiries about the new Act should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 408, Telex 25977).

Estimated effect of introduction of TVA on certain consumer prices

	Turnover tax burden (in %)		Estimated price change as compared with 1968 (in %)
	Existing system	TVA system	
Agriculture	3·6	6·9	3·2
Mining industry	3·3	4·0	0·7
Food (animal)	5·9	4·0	—1·8
Food (other)	7·9	8·8	0·8
Luxuries	13·3	12·9	—0·4
Textile, clothing, footwear	6·6	12·0	5·1
Wood and furniture industry	6·9	12·0	4·8
Paper industry	9·8	12·0	2·0
Printing and publishing companies	4·8	4·0	—0·8
Leather and rubber	7·1	12·0	4·6
Chemicals and oil	8·0	7·6	—0·4
Earthenware, glass, lime, stone	5·8	12·0	5·8
Metal products, machine building	8·8	12·0	2·9
Electrotechnical industry	10·8	12·0	1·1
Transport equipment industry	15·6	19·9	3·7
Other industries	7·1	12·0	4·6
Building industry	8·3	12·0	3·4
Public utilities	5·8	4·0	—1·7
Banks, giro institutions	2·6	1·1	—1·5
Insurances	3·0	1·5	—1·5
House ownership	2·3	2·4	0·1
Transportation	6·2	4·4	—1·7
Medical treatment	2·1	1·9	—0·2
Public entertainment	3·3	8·0	4·5
Hotels, cafes, restaurants	6·9	12·2	5·0
Other personal services	3·9	9·4	5·3

Source: Netherlands Central Planning Bureau.

BIP Chemicals Ltd.'s first road tanker load of resin is seen being checked before leaving the firm's Oldbury factory for the Continent. This is the first of what is to be a regular service.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL (*dates on which particular articles, etc., were published*) *should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* Journal.

AUSTRALIA

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TRADE AND FINANCIAL ARRANGEMENTS

Double taxation

Swaziland

A DOUBLE TAXATION Agreement between Swaziland and the United Kingdom was signed in London on November 26, 1968 by Mr. M. Foley, Parliamentary Under-Secretary of State at the Foreign and Commonwealth Office, on behalf of the United Kingdom and by Mr. L. Lovell, Minister of Finance, on behalf of Swaziland. The Agreement relates to taxes on income and is expressed to take effect in the United Kingdom from April 6, 1968, the date on which the 1949 Agreement in general ceases to have effect. Before the Agreement can take effect in the United Kingdom it will require the approval of the House of Commons. The text of the Agreement will be published shortly by HMSO as a schedule to a draft Order in Council.

EEC/Iran trade agreement

THE *Board of Trade Journal* dated January 12, 1968 (pages 129 and 130) contained a notice about the EEC-Iran trade agreement, which was due to expire on November 30, 1968. The *Journal Officiel des Communautés Européennes* No. L284 dated November 23, 1968 contains the text of **Decision 68/401/CEE** extending this agreement for a further year from December 1, 1968.

The French text of the Decision may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Closure of British Consulate, Denver

ON FEBRUARY 15, 1969, the British Consulate in Denver, Colorado, USA, is to be closed as part of a plan for the reorganization and regrouping of British Consular staff in the United States.

Responsibility for the services to British businessmen provided by the Denver Consulate will be divided as follows:

Colorado and New Mexico:	British Consulate General, 1005 World Trade Center, 1520 Texas Avenue, Houston, Texas 77002. Tel. Area Code 713 CA 3-2301.
Utah:	British Consulate General, 3324 Wilshire Boulevard, Los Angeles. California 90005. Tel. Area Code 213 385-7381.
Wyoming and Eastern Montana:	British Consulate General, 1216 Norton Building, 2nd Avenue and Columbia Street, Seattle Washington 98104. Tel. Area Code 206 MA 4-2990.

During the transition period up to February 15, inquiries should continue to be directed to the Consulate in Denver, but as archives are transferred they may be passed on to the posts who will be taking over responsibility after closure.

Businessmen requiring assistance on commercial matters from the British Consular staff in the United States and elsewhere are reminded that they should in all cases contact the Export Services Branch (Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757), or their local Regional Office of the Board of Trade as early as possible. The addresses of the Regional Offices are shown on page 1452 of last week's *Board of Trade Journal*.

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Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757 Ext. 404 and 406. Telex 886143 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

ANGOLA

(237/68) Pharmaceuticals, Surgical Equipment, Laboratory Equipment for Health Service. Febraury 4, 1969. E.S.B. 44498/68.

ARGENTINA

(237/68) Transformer for Agua y Energia Electrica. January 21, 1969. E.S.B. 44496/68.

AUSTRALIA

(234/68) Switchgear for Cairns Regional Electricity Board. (Further Information.) Tender documents now available. E.S.B. 43688/68.*

(238/68) Computer for Commonwealth Scientific and Industrial Research Organization. December 18. E.S.B. 44703/68.*

Department of the Interior:

(235/68) Automatic Co-ordinatograph. January 21, 1969. E.S.B. 44373/68.

(237/68) Co-ordinatograph. January 21, 1969. E.S.B. 44704/68.*

(234/68) Screw Cutting Lathe for Department of Supply. January 15, 1969. E.S.B. 44303/68.*

(236/68) Flowmeter for Gladstone Town Council. December 20. E.S.B. 44410/68.*

(235/68) Rail Anchors for Government of Western Australia. December 19. E.S.B. 44374/68.*

(234/68) Borehole Pumps for Pioneer Shire Council. December 20. E.S.B. 44304/68.*

(237/68) Bitumen Anti-Stripping Agent for Queensland State Stores Board. December 20. E.S.B. 44497/68.

(236/68) Construction of Electric Terminal Station for State Electricity Commission of Victoria. (Further Information.) Tender documents now available. E.S.B. 43795/68.*

BRAZIL

(236/68) Electrical Equipment for Companhia Auxiliar de Emprasas Electricas Brasileiras. January 7, 1969. E.S.B. 44398/68.*

(237/68) Construction of Bridge (Second Stage) for Ministry of Transport. (Advance Information.) E.S.B. 44490/68.

BURMA

Ministry of Defence:

(236/68) Typewriters, Duplicating Machines, Calculating Machines. December 31. E.S.B. 44428/68.*

(236/68) Stationery. December 31. E.S.B. 44427/68.*

(237/68) Webbing Equipment. January 31, 1969. E.S.B. 44732/68.*

Myanma Export Import Corporation:

(233/68) Tung Oil. December 22. E.S.B. 44114/68.*

(233/68) Paste Pigments. December 22. E.S.B. 44115/68.*

(233/68) Paste for Paints. December 22. E.S.B. 44116/68.*

(236/68) Tin Tagger. December 18. E.S.B. 44429/68.*

(237/68) Leather Cloth. December 19. E.S.B. 44745/68.*

Loading one of the 49 Yale model 134A tractor shovels recently purchased by the Argentine Ministry of Public Works. The £275,000 order, is the second biggest ever secured by the Yale Tractor Shovel division of Eaton Yale and Towne at Wednesfield, Staffs. The machines will be used by the Ministry in and around Buenos Aires.

(237/68) Jute Canvas. December 19. E.S.B. 44746/68.*

(237/68) Cotton Canvas Cloth. December 19. E.S.B. 44747/68.*

(237/68) Velveteen. December 21. E.S.B. 44748/68.*

(237/68) Napthalene Balls. December 19. E.S.B. 44733/68.*

(237/68) Aluminium Sheet and Wire. December 20. E.S.B. 44738/68.*

(237/68) Tin Plate. December 19. E.S.B. 44739/68.*

(237/68) Shoe Laces. December 20. E.S.B. 44740/68.*

(237/68) Eyelets. December 20. E.S.B. 44744/68.

(237/68) Valves; Stop Cocks. January 20, 1969. E.S.B. 44730/68.*

(237/68) Vacuum Flasks. December 20. E.S.B. 44734/68.*

(237/68) V Belting Link. December 23. E.S.B. 44736/68.*

(237/68) Battery Separators. December 19. E.S.B. 44737/68.*

(237/68) Indigo. December 19. E.S.B. 44735/68.*

People's Electro-Mechanical Services:

(237/68) Power Analyzer. January 17. 1969. E.S.B. 44724/68.*

(237/68) Multimeters. January 17, 1969. E.S.B. 44725/68.*

People's Oil Industry:

(233/68) Electrodes. December 30. E.S.B. 44111/68.*

(233/68) Pumps. December 25. E.S.B. 44112/68.*

(233/68) Expanded Metal. December 30. E.S.B. 44113/68.*

(236/68) Wire. January 14, 1969. E.S.B. 44416/68.*

(236/68) Machinery Spare Parts. January 15, 1969. E.S.B. 44417/68.*

(236/68) Laboratory Equipment. December 25. E.S.B. 44423/68.*

(236/68) Iron Angles. January 15, 1969. E.S.B. 44418/68.*

(236/68) Pipe Fittings. January 13, 1969. E.S.B. 44419/68.*

(236/68) Laboratory Equipment. December 25. E.S.B. 44424/68* and 44425/68.*

(236/68) Thermometers. December 25. E.S.B. 44426/68.*

(236/68) Nuts and Bolts. December 25. E.S.B. 44420/68.*

(236/68) Chemicals. December 25. E.S.B. 44421/68.*

(236/68) Crystals. December 25. E.S.B. 44422/68.*

(236/68) Aprons, Knee Boots. December 25. E.S.B. 44415/68.*

(237/68) Cables and Conductors. January 8, 1969. E.S.B. 44726/68.*

(237/68) Wire. January 15, 1969. E.S.B. 44727/68.*

(237/68) Steel Plates. January 15, 1969. E.S.B. 44728/68.*

(237/68) Gate and Globe Valves. January 20, 1969. E.S.B. 44729/68.*

(237/68) Measuring Tapes and Refils. January 6, 1969. E.S.B. 44731/68.*

State Timber Board:

(237/68) Electric Grinder. January 7, 1969. E.S.B. 44721/68.*

(237/68) Gantry Cranes, Winch. January 7, 1969. E.S.B. 44705/68.*

(237/68) Logging Equipment. January 7, 1969. E.S.B. 44722/68.*

(237/68) Fire Engine Pump. January 7, 1969. E.S.B. 44723/68.

Union of Burma Railway Board:

(237/68) Lifting Gear. January 13, 1969. E.S.B. 44707/68.*

(237/68) Electrical Sundries. January 16, 1969. E.S.B. 44709/68.*

(237/68) Steel Sheet. January 16, 1969. E.S.B. 44710/68.*

(237/68) Welding Equipment. January 13, 1969. E.S.B. 44708/68.*

(237/68) Fire Extinguishers and Equipment. January 16, 1969. E.S.B. 44705/68.*

CANADA

Manitoba Hydro:

(234/68) Switches. December 19. E.S.B. 44170/68.*

(235/68) Relay Systems. December 30. E.S.B. 44368/68.*

(236/68) Radio Units. December 23. E.S.B. 44488/68.*

CEYLON

(233/68) Fertilizers for Ceylon Fertiliser Corporation. Unspecified. E.S.B. 44162/68.

(233/68) Fishing Gear for Ceylon Fisheries Corporation. December 21. E.S.B. 44127/68.*

Department of Agriculture:

(233/68) Tractors. January 31, 1969. E.S.B. 44126/68.*

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments' summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only £10 10s.*

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For RELIABLE TECHNICAL, CHEMICAL, COMMERCIAL and LEGAL

TRANSLATIONS

Contact:– **Dr. FRY'S TRANSLATION SERVICE**

2, Victoria Gardens, Ladbroke Road, Notting Hill Gate, London, W.11. Telephone: PARK 3087 and 7163

(233/68) Crawler Tractors. January 31, 1969. E.S.B. 44128/68.*
(238/68) Station Wagons. (Further Information.) Tender documents now available. E.S.B. 42948/68.*
(238/68) Pumps. (Further Information.) Tender documents now available. E.S.B. 42949/68.*
(234/68) Gunny Bags for Ministry of Agriculture and Food. (Further Information.) Tender documents now available. E.S.B. 44086/68.*
(234/68) Conveyors or Stackers for Port (Cargo) Corporation. (Further Information.) Tender documents now available. E.S.B. 44083/68.*

State Engineering Corporation of Ceylon:
(233/68) Fuel Pump Test Stand. December 23. E.S.B. 44125/68.*
(234/68) Steel. (Further Information.) Tender documents now available. E.S.B. 44084/68.*
(234/68) Electrical Laboratory Instruments. (Further Information.) Tender documents now available. E.S.B. 44085/68.*

Tender Board:
(238/68) Pumps. (Further Information.) Tender documents now available. E.S.B. 42950/68.*
(238/68) Trucks. (Further Information.) Tender documents now available. E.S.B. 42951/68.*
(238/68) Vehicles. (Further Information.) Tender documents now available. E.S.B. 42952/68* and 42967/68.*

COLOMBIA

(236/68) Superphosphate Production Plant for Columbiana de Mineria Ltda. January 13, 1969. E.S.B. 44450/68.
(237/68) Transformer for Empresas Publicas de Medellin. February 10, 1969. E.S.B. 44779/68.

COSTA RICA

(233/68) Construction of Bridge and Road for Proveeduria Nacional. (Further Information.) Tender documents now available. E.S.B. 38633/68.*

CYPRUS

Eelectricity Authority of Cyprus:
(238/68) Steam Generating Plant. March 14, 1969. E.S.B. 44782/68.
(238/68) Turbo-Alternator Plant, March 14. 1969. E.S.B. 44783/68.
(238/68) Transmission Line. March 14, 1969. E.S.B. 44784/68.

FRANCE

(236/68) Civil Engineering Works for Port Autonome de Bordeau. Closing date not known. E.S.B. 43814/68.

GREECE

(237/68) Agricultural Equipment for Ministry of Commerce. December 18. E.S.B. 44742/68.*

HONDURAS, REPUBLIC OF

(235/68) Switchgear for Rio Lindo Hydroelectric Project. January 7, 1969. E.S.B. 44366/68.

INDIA

Bhabha Atomic Research Centre:
(234/68) Welding Equipment. December 23. E.S.B. 44188/68.
(234/68) Environmental Incubator Shaker. (Further Information.) Tender documents now available. E.S.B. 42466/68.*
(234/68) Oscilloscope. (Further Information.) Tender documents now available. E.S.B. 42475/68.*
(234/68) Semimicro Osmometer. (Further Information.) Tender documents now available. E.S.B. 42475/68.*
(234/68) Water Bath Shaker. (Further Information.) Tender documents now available. E.S.B. 42476/68.*
(234/68) Transducer. (Further Information.) Tender documents now available. E.S.B. 42471/68.*
(234/68) Photometer Test System. (Further Information.) Tender documents now available. E.S.B. 42474/68.*
(234/68) Microphotometer. (Further Information.) Tender documents now available. E.S.B. 42422/68.*
(234/68) Monochromator. (Further Information.) Tender documents now available. E.S.B. 42425/68.*
(234/68) Multipoint Recorder. (Further Information.) Tender documents now available. E.S.B. 42459/68.*
(234/68) X-Y Recorder. (Further Information.) Tender documents now available. E.S.B. 42460/68* and 42461/68.*
(234/68) Digital Recorder. (Further Information.) Tender documents now available. E.S.B. 42462/68.*
(234/68) Potentometric Recorder. (Further Information.) Tender documents now available. E.S.B. 42463/68* and 42464/68.*
(234/68) Cell Respiration Apparatus. (Further Information.) Tender documents now available. E.S.B. 42465/68.*
(234/68) Centrifuge. (Further Information.) Tender documents now available. E.S.B. 42467/68*, 42468/68* and 42472/68.*
(234/68) Dosimeter. (Further Information.) Tender documents now available. E.S.B. 42469/68.*
(234/68) Microdensitometer. (Further Information.) Tender documents now available. E.S.B. 42470/68.*

Bokaro Steel Ltd.:
(233/68) Gas and Air Mains. (Further Information.) The above requirements will be obtainable from indigenous sources. E.S.B. 42173/68.
(237/68) Laboratory Equipment, January 14, 1969. E.S.B. 44701/68.
(237/68) Coke Oven and By-Products; Paint Equipment. December 30. E.S.B. 44500/68.
(234/68) Route Relay Interlocking Apparatus for Central Railway. January 16, 1969. E.S.B. 44189/68.

Directorate General of Supplies and Disposals:
(236/68) Grinding and Lapping Machine. (Further Information.) This requirement will be obtained from indigenous sources. E.S.B. 44048/68.*
(237/68) Drilling Machines. December 19. E.S.B. 44495/68.*
(237/68) Boring, Drilling, Surfacing, Milling and Tapping Machine. December 19. E.S.B. 44414/68.*

Hindustan Cables Ltd.:
(233/68) Polythene Washer. (Further Information.) Tender documents now available. E.S.B. 42991/68.*
(236/68) Insulating Paper. (Further Information.) Tender documents now available. E.S.B. 42479/68.*
(237/68) Copper Tape. December 18. E.S.B. 44702/68.
(236/68) Diesel Alternator Sets for Hindustan Shipyard Ltd. January 20, 1969. E.S.B. 44433/68.*

Indian Supply Mission:
(233/68) Aluminium Alloy Forgings. January 6, 1969. E.S.B. 44141/68.
(233/68) Testing Equipment. December 30. E.S.B. 44163/68.
(234/68) Dredging and Reclamation of Port for Mormugao Port Trust. February 27, 1969. E.S.B. 44187/68.
(234/68) Belting for Neyveli Lignite Corporation Ltd. December 6. E.S.B. 44135/68.*

IRAQ

Iraqi Ports Administration:
(235/68) Hydraulic Platform Truck. December 25. E.S.B. 44339/68.
(235/68) Fluorescent Fittings. December 18. E.S.B. 44340/68.
(235/68) Corrugated Aluminium Sheets. December 18. E.S.B. 44341/68.
(235/68) Binders and Files. December 18. E.S.B. 44342/68.
(235/68) Sodium Carbonate. December 25. E.S.B. 44343/68.
(235/68) Builders' Hardware. December 18. E.S.B. 44344/68.
(235/68) Tractors with Rollers. December 25. E.S.B. 44345/68.
(235/68) Wireless Equipment. February 5, 1969. E.S.B. 44347/68.
(235/68) Wooden Sleepers for Ministry of Communications. December 15. E.S.B. 20952/68.

Ministry of Finance:
(235/68) White Sheeting Cloth. December 18. E.S.B. 44335/68.*
(235/68) Electrical Laundry Plants. January 8, 1969. E.S.B. 44336/68.
(235/68) Wall Maps. December 19. E.S.B. 44337/68.
(235/68) Tape Recorders. December 19. E.S.B. 44338/68.
(238/68) Syringes and Needles for Ministry of Health. (Further Information.) Tender documents now available. E.S.B. 41145/68.*

Ministry of Municipal and Rural Affairs:
(235/68) Steel Poles. January 2, 1969. E.S.B. 44331/68.
(236/68) Electrical Materials. (Further Information.) Tender documents now available. E.S.B. 42323/68.*
(236/68) Diesel Sets, Construction of Power House. (Further Information.) Tender documents now available. E.S.B. 42324/68.*
(237/68) Water Supply Scheme for Ministry of Municipalities and Works. January 14, 1969. E.S.B. 44197/68.*

Ministry of Oil and Minerals:
(235/68) Road Roller. (Further Information.) Tender documents now available. E.S.B. 42312/68.*
(235/68) Heating Unit. (Further Information.) E.S.B. 43732/68.*
(236/68) Airfield Fire and Rescue Vehicles and Equipment for Ministry of Works and Housing. (Further Information.) Closing date postponed to December 28. E.S.B. 35130/68.*
(235/68) Water Pumps and Accessories for National Leather Industries Company. (Further Information.) E.S.B. 43727/68.*
(237/68) Brass Sheet; Brass Wire for State Organization of Industry. December 19. E.S.B. 44346/68.*

IRISH REPUBLIC

(236/68) Fire Brigade Appliances for Clare County Council. January 7, 1969. E.S.B. 44322/68.
(236/68) Fluoridation Plant for Kilkenny County Council. January 3, 1969. E.S.B. 44385/68.
(233/68) Chlorination Equipment for Waterford County Council. December 18. E.S.B. 44137/68.

JORDAN

Jordan Petroleum Refinery Co, Ltd.:
(235/68) Electrical Cables. December 24. E.S.B. 44379/68.*
(235/68) Pipes and Fittings. December 24. E.S.B. 44381/68.*
(236/68) Street Lighting Apparatus. December 28. E.S.B. 44380/68.*

KUWAIT

(234/68) Construction of Kuwait Tower for Ministry of Electricity and Water. February 10, 1969. E.S.B. 44191/68.*

LIBYA

(237/68) Power Plant Project for Electricity Corporation for the Eastern Provinces. (Pre-qualification Information.) Registration closing date January 26, 1969. E.S.B. 44204/68.

MALAGASY REPUBLIC

Directeur General de la CEAMP:
(236/68) Miscellaneous Equipment. January 10, 1969. E.S.B. 43622/68.*
(236/68) Agricultural Supplies. (Further Information.) Closing date postponed to January 10, 1969. E.S.B. 43621/68.

MALAYSIA

(236/68) Marine Uniforms: Shoes for Director of Marine, Sarawak. December 18. E.S.B. 44399/68.

Ministry of Agriculture and Co-operatives:
(233/68) Road Roller. January 6, 1969. E.S.B. 44120/68.*
(233/68) Welding Generator. January 2, 1969. E.S.B. 44121/68.*
(233/68) Air Compressor. January 8, 1969. E.S.B. 44122/68.*
(233/68) Tandem Diesel Vibratory Roller. January 6, 1969. E.S.B. 44123/68.*

MALTA

(233/68) Cable for Malta Electricity Board. December 17. E.S.B. 44132/68.*

MEXICO

Comision Federal de Electricidad:
(237/68) Transformers. December 23. E.S.B. 44775/68.*
(238/68) Lightning Arresters. January 4, 1969. E.S.B. 44772/68.*
(238/68) Cables. January 2, 1969. E.S.B. 44776/68.*
(238/68) Transformers. December 31. E.S.B. 44785/68*

MOZAMBIQUE

(233/68) Track; Lift for Ports, Railways and Transport Department. January 10, 1969. E.S.B. 44131/68.

NETHERLANDS

(234/68) Road Construction for Director of Waterways. December 24. E.S.B. 44169/68.

NEW ZEALAND

General Post Office:
(233/68) Chokes. January 22, 1969. E.S.B. 44133/68.*
(235/68) Adhesive Tape. January 28, 1969. E.S.B. 44376/68.*
(236/68) Augers, January 29, 1969. E.S.B. 44447/68.*
(236/68) Relays. January 21, 1969. E.S.B. 44448/68.*
(238/68) Cells. January 21, 1969. E.S.B. 44377/68.*
(237/68) Paper and Board for Government Printing Office. December 20. E.S.B. 44773/68.*

NIGERIA

(238/68) Drugs for Lagos University Teaching Hospital. January 17. 1969. E.S.B. 44788/68.

PAKISTAN

(236/68) Engine Spares for Capital Development Authority. Closing date varies from December 19-26. E.S.B. 44413/68.*
(233/68) Valves and Hydrants for Karachi Port Trust Administration. January 30, 1969. E.S.B. 44119/68.
(234/68) Satellite Earth Stations for Pakistan Telegraph and Telephone Department. (Further Information.) E.S.B. 2429/68.

Pakistan Western Railway:
(237/68) Steel Plates. (Further Information.) Tender documents now available. E.S.B. 42915/68.*
(238/68) Workshop Equipment; Cement. January 8, 1969. E.S.B. 44777/68.*
(238/68) Bogies. (Further Information.) Tender documents now available. E.S.B. 42111/68.*

SAUDI ARABIA

(236/68) Vehicles for Directorate of Civil Aviation. December 26. E.S.B. 44437/68.

Ministry of Defence and Aviation:
(236/68) Stationery. January 2, 1969. E.S.B. 44404/68.
(236/68) Furniture. January 7, 1969. E.S.B. 44405/68.
(236/68) Shelves and Drawers. December 28. E.S.B. 44443/68.
(236/68) Carpentry, Plumbing and Construction Material. January 1, 1969. E.S.B. 44444/68.
(236/68) Electric Cables. December 29. E.S.B. 44446/68.
(236/68) Fire Fighting Equipment and Apparatus. December 30 E.S.B. 44449/68.

SINGAPORE REPUBLIC

(238/68) Lifts for Jurong Town Corporation. January 14, 1969. E.S.B. 44493/68.*

SOUTH AFRICA

State Procurement Board:
(236/68) Cable. January 8, 1969. E.S.B. 44378/68.*
(236/68) Aluminium Sheets. January 8. 1969. E.S.B. 44393/68.*
(236/68) Copper Pipe. January 7, 1969. E.S.B. 44394/68.*

Cape Provincial Tender Board:
(236/68) Tractors. March 13, 1969. E.S.B. 44383/68* and 44384/68.*
(236/68) Hypodermic and Insulin Syringes; Spare Barrels. December 20. E.S.B. 44403/68.*
(236/68) Lime. December 20. E.S.B. 44387/68.*
(236/68) Sutures. December 20. E.S.B. 44390/68.*

(Continued on next page)

(236/68) Hand Tools. January 10, 1969. E.S.B. 44408/68.*
(236/68) Nibs and Penholders, January 10, 1969. E.S.B. 44409/68.*
(236/68) Kitchen Equipment. December 20. E.S.B. 44386/68.*
(236/68) Boring Crowns and Reamers. December 20. E.S.B. 44388/68.*
(236/68) Laundry Materials. December 20. E.S.B. 44389/68.*

State Trader Board:
(236/68) Steel Wire. January 16, 1969. E.S.B. 44395/68.*
(236/68) Excavators. January 16, 1969. E.S.B. 44396/68.*
(236/68) Scraper Loaders. January 9, 1969. E.S.B. 44397/68.*

SUDAN

Ministry of Works:
(233/68) Generating Set. December 18. E.S.B. 44139/68.*
(233/68) Blowers. December 30. E.S.B. 44150/68.*
(233/68) Solder for Posts and Telegraphs Department. December 19. E.S.B. 44146/68.*
(234/68) Bogey Wagons and Accessories for Sudan Gezira Board. December 26. E.S.B. 44138/68.*
(233/68) Tank Wagons for Sudan Railways Stores Department. December 28. E.S.B. 44140/68.

TAIWAN

Central Trust of China:
(233/68) Railway Signal System. The closing date has been postponed to December 13. E.S.B. 35748/68.*
(233/68) Anchor Chain. December 19. E.S.B. 44101/68.*
(233/68) Gas Chromatograph. December 18. E.S.B. 44103/68.*
(233/68) Ligna-Blaster. December 21. E.S.B. 44106/68.*
(233/68) Axles; Steel Wheel Tyres. December 21. E.S.B. 44107/68.*
(233/68) Air Compressor. December 23. E.S.B. 44108/68.*
(233/68) Graphite Electrode. December 18. E.S.B. 44109/68.*
(236/68) Fork-Lift Trucks. December 27. E.S.B. 44472/68.*
(236/68) Valves. December 26. E.S.B. 44468/68.*
(236/68) Standard Sand. December 27. E.S.B. 44471/68.*
(236/68) Stainless Steel Perforated Sheet. December 27. E.S.B. 44470/68.*
(236/68) Welder. December 26. E.S.B. 44469/68.*
(236/68) DC Power Supply Set. December 23. E.S.B. 44463/68.*
(237/68) Heat Exchanger Tubes and Sheets. December 24. E.S.B. 44464/68.*
(237/68) Rock Drills. December 24. E.S.B. 44465/68*
(237/68) Hand Tools and Measuring Devices. December 24. E.S.B. 44466/68.*
(237/68) Diatomaceous Earth. December 26. E.S.B. 44467/68.*
(237/68) Gate Valves. December 27. E.S.B. 44474/68.*
(237/68) Potentiograph. December 27. E.S.B. 44475/66.*
(237/68) Mono Pumps. December 27. E.S.B. 44453/68.*
(237/68) Control Equipment. December 28. E.S.B. 44454/68.*
(237/68) Steel. December 28. E.S.B. 44455/68.*
(237/68) Ferro-Molybdenum. December 28. E.S.B. 44456/68.*
(237/68) Pump. December 28. E.S.B. 44457/68.*
(237/68) Nematocide. December 30. E.S.B. 44458/68* and 44462/68.*
(237/68) Ball Valves. December 27. E.S.B. 44476/68.*
(237/68) Hygrometer. December 27. E.S.B. 44477/68.*
(237/68) Electrical Equipment. December 27. E.S.B. 44478/68.*
(237/68) Tractor Discs. December 30. E.S.B. 44461/68.*
(237/68) Anemometers. December 30. E.S.B. 44459/68.*
(237/68) Radio-Telephone Sets. December 30. E.S.B. 44460/68.*
(238/68) Insulators. December 23. E.S.B. 44756/68.*
(238/68) Nickel Shot. December 23. E.S.B. 44757/68.*
(238/68) Pile Hammer. December 24. E.S.B. 44758/68.*
(238/68) Fumigant. December 24. E.S.B. 44759/68.*
(238/68) Substation Equipment. December 27. E.S.B. 44473/68.*
(238/68) Cable Fault Locating Equipment. December 19. E.S.B. 44751/68.*
(238/68) Pneumatic Drill and Hammer; Welding and Cutting Torches. December 19. E.S.B. 44752/68.
(238/68) Laboratory Equipment. December 21. E.S.B. 44753/68.*
(238/68) Zinc Dust. December 26. E.S.B. 44760/68.*
(238/68) Electrical Equipment. December 26. E.S.B. 44761/68.*
(238/68) Crane. December 26. E.S.B. 44762/68.*
(238/68) Transformer. December 26. E.S.B. 44763/68*
(238/68) Railway Carriages. January 7, 1969. E.S.B. 44764/68.*

TANZANIA

Tanzania Electric Supply Co. Ltd.:
(235/68) Electrical Distribution Equipment. January 15, 1969. E.S.B. 44323/68.
(235/68) Transmission and Distribution Line Materials. January 8, 1969. E.S.B. 44324/68.

THAILAND

(235/68) Weighing Machines for Land Transport Department. December 20. E.S.B. 44326/68.
(235/68) Transformers for Metropolitan Electricity Authority. January 10, 1969. E.S.B. 44349/68.*
(235/68) Vehicles for Military Transportation Department. December 18. E.S.B. 44318/68.
(235/68) Telecommunication Equipment for National Energy Authority. January 14, 1969. E.S.B. 44353/68.

State Railway of Thailand:
(238/68) Electric Bulbs. December 18. E.S.B. 44821/68.
(238/68) Wheels with Roller Box Axles. January 6, 1969. E.S.B. 44829/68.

TURKEY

State Highways Department:
(238/68) Rock Bits. December 20. E.S.B. 44769/68.*
(238/68) Drill Bits. December 20. E.S.B. 44770/68.*
(238/68) Drill Pipes. December 20. E.S.B. 44797/68.*
(238/68) Drill Collars. December 20. E.S.B. 44798/68.*

State Railways Administration:
(235/68) Steel Rods. December 19. E.S.B. 44320/68.*
(238/68) Bolt and Nut Tightening Machines. December 18. E.S.B. 44768/68.*

UNITED ARAB REPUBLIC (EGYPT)

(237/68) Rubber Hoses for Egyptian Agricultural Organization. December 20. E.S.B. 44720/68.*
(237/68) Water Distillation Plants for Kosseir Phosphate Co. December 31. E.S.B. 44718/68.*

UNITED STATES OF AMERICA

(238/68) Circuit Breaker for Department of the Interior. (Further Information.) Tender documents now available. E.S.B. 42972/68*

URUGUAY

State Electricity and Telephone Board:
(234/68) Electrical Accessories. (Further Information.) Closing date has been postponed to December 20. E.S.B. 38684/68.*
(234/68) Cables and Accessories. (Further Information.) The closing date has been postponed to January 28, 1969. E.S.B. 38689/68.*

State Oil and Alcohol Monopoly:
(234/68) Chemical Products. January 3, 1969. E.S.B. 44165/68.
(234/68) Pumps. January 3, 1969. E.S.B. 44166/68.
(234/68) Registration System for State Railways. (Further Information.) This tender has been cancelled. E.S.B. 41181/68.

EXPORT HANDBOOKS

The Board of Trade has issued three Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services' and 'Organization for Overseas Marketing'. Together they contain 200 pages of information that every exporter should have. To get as many free copies of these three Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section (551), Board of Trade, 1 Victoria Street, London, S.W.1.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

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The first of two 400 series BAC 1-11 aircraft ordered by Bahamas Airways being handed over to Mr. Adrian Swire (director of Bahamas Airways) by Sir Geoffrey Tuttle, vice-chairman of British Aircraft Corporation, Weybridge Division. Picture shows a model of the aircraft being handed by Sir Geoffrey Tuttle (left) to Mr. Adrian Swire.

Shipping to the Mid-Continental United States costs less via Baltimore

Shorter overland distances save money for container shippers.

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Although these illustrations are limited as to city locations and types of service, the Maryland Port Authority will welcome the opportunity to assist you in working out a program tailored to your needs. For information contact one of the offices listed below.

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Baltimore New York Norfolk	Cincinnati	$421.00 $503.00 $452.00	Save up to $82 via Baltimore
Baltimore New York Norfolk	Cleveland	$373.00 $421.00 $450.00	Save up to $77 via Baltimore
Baltimore New York Norfolk	Detroit	$430.00 $447.00 $547.00	Save up to $117 via Baltimore
Baltimore New York Norfolk	Pittsburgh	$274.00 $338.00 $409.51	Save up to $135 via Baltimore
Baltimore New York Norfolk	St. Louis	$595.00 $687.00 $643.00	Save up to $92 via Baltimore

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Brussels, Belgium David K. Tosic, Mgr.
Shell Building, 60 Rue Ravenstein;
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PORT OF BALTIMORE

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Charles I. Hughes, Director of Trade Development

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Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7016 and 7017, Telex 886143, AB: Bothillgate, Ltd.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Abu Dhabi
(236/68) Inquiry for chandeliers and light fittings; crockery and glassware; curtain and upholstery fabrics; cutlery and table silver. E.S.B. 43876/68.

Afghanistan
(233/68) Inquiry for pump engine components. (Further information.) E.S.B. 41747/68.
(234/68) Inquiry for iron and steel scrap; scrap smelter; steel billet; wire drawing plant. E.S.B. 43446/68.

Angola
(234/68) Agency inquiry for laboratory equipment; medical and surgical equipment. E.S.B. 41058/68.

Argentina
(235/68) Inquiry for cranes; lifts; earth-moving machinery. E.S.B. 42857/68.

Australia
(234/68) Agency inquiry for filtration equipment. E.S.B. 40795/68.
(234/68) Manufacture under licence – engineering products. E.S.B. 42651/68.
(235/68) Inquiry for candlesticks; door furniture and novelties; knocked-down occasional tables; reproduction furniture. E.S.B. 41597/68.
(236/68) Inquiry for polyethylene; polystyrene. E.S.B. 43866/68.

Australia – Waiver of British Preference
(233/68) Inquiry for girdle pocket elevators. E.S.B. S/135/68.
(236/68) Inquiry for electrical insulators. E.S.B. A/109/68. E.S.B. A/110/68.
(236/68) Inquiry for porous domes; sets fittings. E.S.B. A/112/68.
(236/68) Inquiry for uniprinter copier. E.S.B. S/136 68.
(237/68) Inquiry for cyano-thiazole. E.S.B. S/137/68.
(237/68) Inquiry for hydraulic track press. E.S.B. A/111/68.
(237/68) Inquiry for logging equipment. E.S.B. A/113/66.

Austria
(234/68) Agency inquiry for mens' outerwear. E.S.B. 1247/68.
(235/68) Agency inquiry for electrical household appliances; radio and television receivers. E.S.B. 43414/68.
(233/68) Inquiry for hair grips. E.S.B. 42875/68.

Bolivia
(235/68) Inquiry for fireworks manufacturing equipment; neon and fluorescent lights manufacturing equipment. E.S.B. 31122/68.

British Honduras
(234/68) Agency inquiry for hosiery; jewellery; shirts; suitcases; stockings; underwear. E.S.B. 42642/68.

Canada
(234/68) Agency inquiry for fire alarm equipment; signalling devices. E.S.B. 43196/68.
(233/68) Inquiry for marine equipment. E.S.B. 43340/68.
(235/68) Inquiry for computer equipment. E.S.B. 43185/68.
(236/68) Inquiry for foam rubber. E.S.B. 43591/68.
(236/68) Inquiry for steel strip. E.S.B. 43598/68.

Canada/Pakistan
(234/68) Inquiry for cooling systems. E.S.B. 43535/68.

Ceylon
(237/68) Inquiry for woollen clothing. E.S.B. 43377/68.

Chile
(234/68) Inquiry for textiles. E.S.B. 43517/68.

†**For further details of the 'Export Service Bulletin' see page 1584.**

Mr. Manabu Sawada of the Toyo Ink Manufacturing Co., Japan, pictured with the control unit of an Eden Fisher and Hirst microwave dryer on completion of a familiarization course at the Maidstone factory of Eden Fisher and Hirst (Microwave) Ltd. Mr. Sawada's visit follows the firm's success in selling two of their microwave print drying units to one of Japan's largest printing groups, the Toppan group of printing companies in Tokyo.

Costa Rica
(238/68) Inquiry for transceivers. E.S.B. 44272/68.

Curacao
(238/68) Inquiry for automotive spare parts; kitchen furniture and equipment. E.S.B. 44223/68.

Denmark
(235/68) Agency inquiry for electronic equipment for graphic industry. E.S.B. 42236/68.
(233/68) Inquiry for wall coverings. E.S.B. 43492/68.

Denmark/Sweden
(234/68) Agency inquiry for furnishing fabrics. E.S.B. 40648/68.

Ecuador
(238/68) Inquiry for fibre stripping machinery. E.S.B. 43494/68.

El Salvador
(237/68) Agency inquiry for hospital, medical and dental supplies and equipment; surgical dressings and instruments. E.S.B. 43346/68.

Finland
(234/68) Agency inquiry for medical equipment. E.S.B. 29312/68.
(236/68) Agency inquiry for hardware; plastic dollies; plastic flowers. E.S.B. 43803/68.
(238/68) Agency inquiry for suitings. E.S.B. 37475/68.

France
(234/68) Agency inquiry for chemical analysis instruments. E.S.B. 38723/68.
(234/68) Agency inquiry for contractors' plant. E.S.B. 41438/68.
(236/68) Agency inquiry for industrial valves. E.S.B. 43270/68.
(236/68) Agency inquiry for measuring and control instruments. E.S.B. 43335/68.
(237/68) Inquiry for children's clothing. E.S.B. 43926/68.

France/India
(234/68) Trade and Financial Arrangements. E.S.B. 1209/G.

France/Pakistan
(234/68) Trade and Financial Arrangements. E.S.B. 1209/G.

Germany, Federal Republic of
(233/68) Agency inquiry for delicatessen and meat products. E.S.B. 43355/68.
(234/68) Agency inquiry for cranes; turbines; winches. E.S.B. 43053/68.
(235/68) Agency inquiry for leather goods industry materials and accessories. E.S.B. 43539/68.
(236/68) Agency inquiry for giftware; souvenirs; toys. E.S.B. 43415/68.
(236/68) Agency inquiry for lace. E.S.B. 43479/68 and E.S.B. 43007/68.
(236/68) Agency inquiry for leather; sheep and lamb skins. E.S.B. 34106/68.
(236/68) Agency inquiry for silver holloware and jewellery. E.S.B. 43342/68.
(236/68) Agency inquiry for veterinary food additives. E.S.B. 40388/68.
(237/68) Agency inquiry for door locks; kitchen ware; steel plates, angles and profiles; synthetic thread and mosquito gauze. E.S.B. 39648/68.
(233/68) Inquiry for glass lamp shades. E.S.B. 43150/68.
(234/68) Inquiry for clothing combination accessories; decoration novelties; gift articles; paper clothing. E.S.B. 42289/68.
(234/68) Inquiry for polyethylene plant equipment. E.S.B. 43488/68.
(235/68) Inquiry for wigs; toupees. E.S.B. 43540/68.
(235/68) Inquiry for oils; petroleum sulfonates; pigments. E.S.B. 43302/68.
(236/68) Inquiry for chisels. E.S.B. 43868/68
(237/68) Proposed Import Turnover Tax Adjustments. E.S.B. 1209/G.
(238/68) Inquiry for numerically controlled machine tools. E.S.B. 41960/68.

Ghana
(233/68) Inquiry for shirting fabrics. E.S.B. 43357/68.

Greece
(236/68) Agency inquiry for battery equipment. E.S.B. 43821/68.
(233/68) Inquiry for plastic laminate. E.S.B. 39685/68.

Hong Kong
(234/68) Agency inquiry for shoes. E.S.B. 43128/68.
(233/68) Inquiry for gravel. E.S.B. 42609/68
(235/68) Inquiry for shoes. E.S.B. 21842/68.

India
(238/68) Inquiry for wire. E.S.B. 44221/68.

Iraq
(234/68) Agency inquiry for chemicals. E.S.B. 37544/68.
(236/68) Agency inquiry for civil engineering works; generators; municipal supplies; oil industry equipment; water supply equipment. E.S.B. 43038/68.
(237/68) Inquiry for automatic valve bag packing machine. E.S.B. 43929/68.
(237/68) Inquiry for boilers; chemicals; sheet metal; telecommunications equipment; turnkey projects. E.S.B. 33734/68.

Irish Republic
(236/68) Agency inquiry for dress and suiting fabrics; synthetic fabrics. E.S.B. 43448/68.

Israel
(234/68) Agency inquiry for artists' equipment; drawing and draughtsman's equipment; photo corners; scissors. E.S.B. 40952/68.
(235/68) Agency inquiry for knitwear. E.S.B. 43090/68.
(236/68) Inquiry for peanuts manufacturing machinery. E.S.B. 43063/68.

Italy
(234/68) Agency inquiry for optical and photographic instruments and equipment. (Further information.) E.S.B. 42516/68.
(234/68) Agency inquiry for polystyrene; resins; rubber. E.S.B. 43186/68.
(235/68) Agency inquiry for hand tools. E.S.B. 43066/68.
235/68) Agency inquiry for humidity recording apparatus; thermometers. E.S.B. 40050/68.
(234/68) Inquiry for artificial kidney machines; portable resuscitation equipment. E.S.B. 43322/68.
(234/68) Manufacture under licence – capacitors; electronic components. E.S.B. 43438/68.
(234/68) Manufacture under licence – pumps. E.S.B. 43436/68.
(234/68) Chemcal additives and foodstuffs. E.S.B. 1209/G.
(237/68) Manufacture under licence – pharmaceuticals. E.S.B. 43991/68.
(238/68) Inquiry for granulated polysterene. E.S.B. 41595/68.
(238/68) Inquiry for steel coils. E.S.B. 44226/68.

Italy/Japan
(235/68) Trade Agreement. E.S.B. 1209/G.

(Continued on next page)

Jamaica
(235/68) Agency inquiry for aluminium holloware; wire netting. E.S.B. 41252/68.
(233/68) Inquiry for bathroom fixtures and fittings. E.S.B. 43482/68.
(233/68) Inquiry for steel grills and shutters. E.S.B. 42883/68.

Japan
(234/68) Agency inquiry for socks. E.S.B. 42898/68.
(234/68) Inquiry for lamps; novelties. E.S.B. 43512/68.
(235/68) Inquiry for sports equipment. E.S.B. 43356/68.

Kenya
(237/68) Agency inquiry for water tanks. E.S.B. 43817/68.
(234/68) Inquiry for farm equipment; footwear and accessories; handbags; hand grinding mills; hosiery. E.S.B. 43427/68.

Kuwait
(235/68) Inquiry for tomato pulp factory and canning plant. E.S.B. 42066/68.

Lebanon
(235/68) Agency inquiry for motor vehicle spare parts and accessories. E.S.B. 41713/68.
(237/68) Agency inquiry for circuit breakers; diesel engines and generating sets; pumps. E.S.B. 43867/68.
(237/68) Agency inquiry for tyres. E.S.B. 43378/68.
(235/68) Inquiry for pipes and fittings. E.S.B. 43923/68.
(237/68) Inquiry for bicycles; motor cycles; tyres. E.S.B. 43830/68.

Libya
(234/68) Inquiry for buses. E.S.B. 43020/68.

Malawi
(234/68) Agency inquiry for air conditioning and refrigeration equipment. E.S.B. 43097/68.

Malaysia
(237/68) Agency inquiry for conveyor belting; mining quarrying construction equipment; wire ropes. E.S.B. 42654/68.
(237/68) Agency inquiry for pumps. E.S.B. 43972/68.

Netherlands
(235/68) Agency inquiry for foodstuffs. E.S.B. 43573/68.
(238/68) Agency inquiry for motor car parts and accessories. E.S.B. 43536/68.
(235/68) Inquiry for carpet yarn. E.S.B. 43526/68.

New Zealand
(237/68) Inquiry for ball bearings. E.S.B. 43993/68.

Nigeria
(234/68) Inquiry for chalk manufacturing machinery and materials. E.S.B. 43563/68.

Norway
(233/68) Agency inquiry for jewellers boxes. E.S.B. 43152/67.
(238/68) Agency inquiry for pantihose; tights. E.S.B. 43925/68.

Pakistan
(235/68) Inquiry for shrimp/prawn processing and canning plant and equipment. E.S.B. 38540/68.
(237/68) Inquiry for life jackets. E.S.B. 43947/68.

Portugal
(233/68) Inquiry for conduit trunking perforating machine. E.S.B. 42558/68.

Saudi Arabia
(234/68) Inquiry in respect of constructional networks. E.S.B. 43183/68.
(235/68) Inquiry for chemicals; cocoa; coffee; condiments; deck gear; detergents; foodstuffs; paint; soap; soft drinks; spices; tea. E.S.B. 42500/68.
(236/68) Inquiry for domestic refrigerators. E.S.B. 43142/68.

Sierra Leone
(234/68) Agency inquiry for shirts. E.S.B. 43447/68.
(234/68) Inquiry for nail wire. E.S.B. 43469/68.
(234/68) Inquiry for rayon fabrics; steel sheets; textiles. E.S.B. 43511/68.
(238/68) Inquiry for cardboard boxes; plastic compounds and containers; rivets. E.S.B. 44236/68.

South Africa, Republic of
(236/68) Manufacture under licence – wire drawing machinery. (Further information.) E.S.B. 40794/68.
(238/68) Inquiry for electronic components and instruments. E.S.B. 45564/68.

Spain
(238/68) Inquiry for steel filings and scrap. E.S.B. 44219/68.

Sweden
(235/68) Agency inquiry for bandage gauze; foils; textiles. E.S.B. 13425/68.
(236/68) Agency inquiry for women's clothing. E.S.B. 43312/68.
(237/68) Agency inquiry for menswear; womenswear; textile piece-goods. E.S.B. 38166/68.
(237/68) Agency inquiry for women's clothing. E.S.B. 43968/68.
(234/68) Inquiry for glass bricks. E.S.B. 43555/68.
(236/68) Inquiry for fluorspar. E.S.B. 43575/68.
(236/68) Inquiry for sand. E.S.B. 43934/68.

Switzerland
(234/68) Agency inquiry for painting equipment. E.S.B. 42213/68.
(235/68) Agency inquiry for computers and computer equipment. E.S.B. 43485/68.
(237/68) Agency inquiry for painting equipment. (Further information.) E.S.B. 42213/68.
(238/68) Agency inquiry for dresses; fun furs; fur coats. E.S.B. 41753/67.
(233/68) Inquiry for toys. (Further information.) E.S.B. 39320/68.
(235/68) Inquiry for animal feed ingredients and supplements. E.S.B. 43843/68.
(236/68) Inquiry for footwear. E.S.B. 43804/68.
(236/68) Manufacture under licence – integrated circuits; resistors. E.S.B. 43566/68.
(237/68) Inquiry for household linen; knitwear; skirts. E.S.B. 29697/67.

Trinidad/Tobago
(234/68) Agency inquiry for laundering chemicals. E.S.B. 42257/68.
(235/68) Agency inquiry for bicycle parts and accessories; chains; lanterns; twine. E.S.B. 43058/68.
(234/68) Inquiry for glass jars; plastic containers. E.S.B. 32471/68.

Trucial States (excluding Abu Dhabi)
(237/68) Inquiry for adhesives; brass wood screws; copper tubes and fittings; plywood and chipboard. E.S.B. 37015/68.

Turkey
(237/68) Manufacture under licence – piston rings; oil seals. E.S.B. 43451/68.

Uganda
(236/68) Inquiry for burner units. E.S.B. 43855/68.

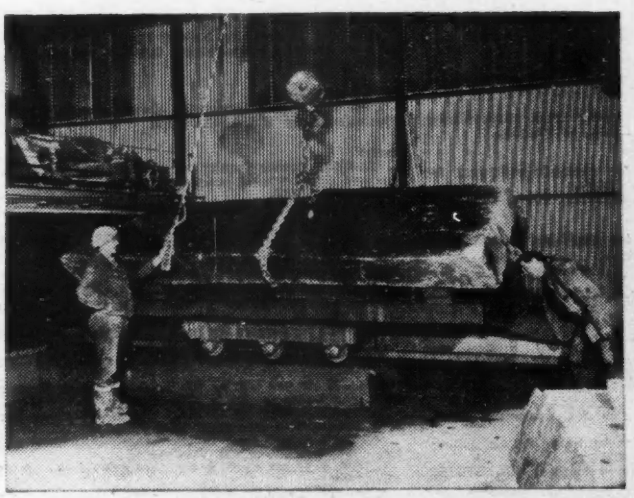
United States of America
(234/68) Agency inquiry for alloy fixtures; industrial heating equipment. E.S.B. 42008/68.
(234/68) Agency inquiry for data transmission equipment. E.S.B. 43403/68.
(234/68) Inquiry for fork lift trucks. E.S.B. 43143/68.
(234/68) Inquiry for novelty items. E.S.B. 43010/68.
(234/68) Inquiry for reinforcing steel billets. E.S.B. 43527/68.
(236/68) Inquiry for aluminium. E.S.B. 43600/68.
(237/68) Inquiry for granulators; pellet making and pellet feeding machinery. E.S.B. 22763/68.

Various
(233/68) Horticultural plants and plant products. E.S.B. 1349/G.
(235/68) Visits by British Overseas Commercial Representatives. E.S.B. 6865/66.

Venezuela
(234/68) Agency inquiry for washing machines. E.S.B. 43453/68.
(236/68) Inquiry for glass phial manufacturing machinery; glass tubing. E.S.B. 43966/68.

Yugoslavia
(237/68) Inquiry for leather ware machinery. E.S.B 43413/68.

Zambia
(234/68) Agency inquiry for alcoholic beverages; chemicals; tinned foods. E.S.B. 39256/68.
(234/68) Changes in Import Licensing Regulations. E.S.B. 1209/G.
(233/68) Inquiry for departmental store goods. E.S.B. 43571/68.
(235/68) Inquiry for plant for soft drinks in plastic tubes. E.S.B. 42514/68.



This massive block of Brathay (Ambleside) blue/black slate, the largest ever handled in the sawing sheds by the Broughton Moor Organization, Coniston, Lancashire, is seen on the turntable of the new Van Voorden saw about to be cut up for export to the Federal Republic of Germany. Eventually this 10-ton block will be used for slate in new swimming baths at GroBkretzenburg, near Frankfurt.

An agreement for supply of 12,000 power pump engines to East Pakistan was signed in Dacca on November 14. Left to right: Mr. A. K. M. Ahsan, chairman, and Dr. Malek of East Pakistan Agricultural Development Corporation; Mr. D. H. Wheatcroft, Ruston and Hornsby Limited, Lincoln; Mr. T. W. Robinson, First Secretary (Commercial), British High Commission, Dacca; and Mr. C. J. Haider, Greaves Cotton and Company (Pakistan) Limited, sole concessionaires in Pakistan for Rustons.

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the September 13 *issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page* 1578 *of this issue) or the Export Services Branch, Hillgate House,* 35 *Old Bailey, London, E.C.4 (Tel.* 01-248 5757).

African and Indian visit

MR. A. G. HOWE, chairman and managing director of the Steel Group Limited, and chairman of its principal subsidiary the British Crane and Excavator Corporation Limited has left for a visit to two of the Group's overseas companies which manufacture Cole cranes. During the course of his tour, which will last approximately five weeks, Mr. Howe will visit Crane and Ecavator Company (Pty) Limited, Johannesburg and Coles Cranes of India Limited, Calcutta where he will discuss with local company directors, the companies' distributors and principal customers both in the Government and private industry sectors, ways of further increasing the sale and sales support of Coles Cranes in South Africa and India – countries in which the company's products are already well established.

10,000 miles tour of Middle East

ORDERS worth £110,000 have been won by Steelfab Ltd. of Pengam Road, Cardiff, for their industrial loaders, diggers and haulers. The first £70,000 worth were earned by sales director, Mr. E. T. Watkins during a 10,000 miles tour of the Middle East. The other £40,000 worth make up the company's biggest ever single order from France.

Mr. Watkin's tour took him through nine countries from Tunisia to Saudi Arabia with calls at Cyprus and Greece on the return journey. The trip which involved 19 flights in five weeks has produced in addition inquiries worth £150,000.

European visit

JOSIAH WEDGWOOD & SONS LIMITED, Barlaston have announced that in January their newly-appointed export sales manager, Mr. Douglas H. S. Hawley, will be makin his first journey to Europe on their behalf. He will travel to Germany for talks with the company's agent, Mr. August Warnecke and leading customers.

He will then attend the Salon des Ateliers d'Art in Paris where a Wedgwood stand will have been arranged by I. Oppenheimer, the company's agent in France.

A tour of the Trucial States and the Middle East is being made by Mr. W. K. Lewis (right), director and general manager and Mr. G. Duckett, manager of the Cable Division of Greengate & Irwell Rubber Co. Ltd., the Manchester based subsidiary of the Slater, Walker Group. The trip which will last for about three weeks and will include such centres as Bahrain, Qatar, Abu Dhabi, Dubai, Sharjah, Kuwait, Teheran, Baghdad and Beirut. The company hope that the sales trip will contribute materially to its expansion plans. This is part of a planned and sustained exporting effort which is now currently being undertaken by all four divisions of Greengate & Irwell Rubber Co. Ltd.

Selling trip secures orders

ORDERS worth £196,000 for textured and fancy yarns have been taken by Mr. G. W. Mitchell, managing director of Wm. Hutchinson (Yarns) Limited, Bradford, during a 10-day selling trip to Sweden, America and Canada. Swedish orders totalling £122,000 were secured in four days by Mr. Mitchell in conjunction with Textilravaror AB, the remaining £74,000 was taken in the United States in conjunction with Mr. B. L. Hohenberg of Hobron Spinning Co. Inc.

The Wm. Hutchinson Group of Companies, part of the Courtauld organization is one of the biggest exporters of fancy yarns from Britain. Mr. Mitchell spends a considerable amount of time each year on personal selling abroad.

Ten weeks world tour

BACK from a six-country sales tour with firm and likely export orders for around £500,000 is Mr. Pat Gailey, sales director of Giddings & Lewis - Fraser, the Arbroath, Scotland machine tool and textile machinery manufacturers. His 10 weeks trip took in the United States, New Zealand, Australia, Japan, India and Pakistan.

Apart from visiting 23 distributors and 38 customers, Mr. Gailey attended the annual convention of the American Machine Tool Distributors Association in Cincinnatti, one of only two representatives present from British machine tool manufacturers.

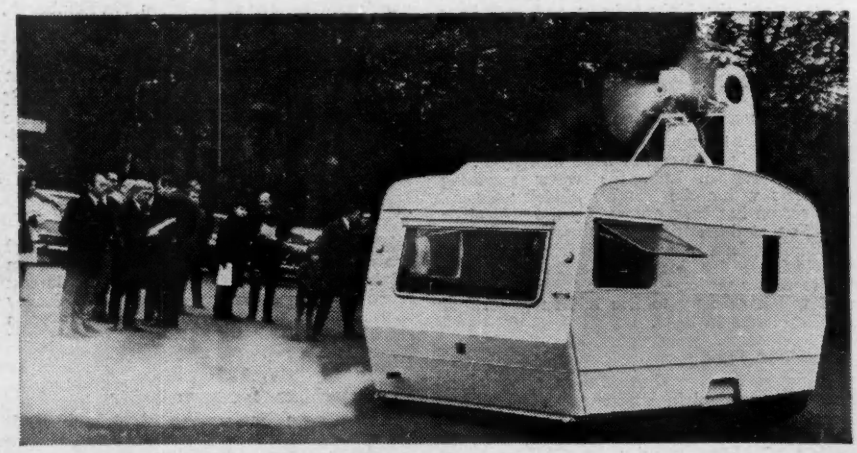
During his tour he was joined by Colonel C. N. Thomson, the company chairman in Calcutta where they negotiated a licensing agreement with an Indian engineering group for the manufacture of textile machinery. They then went to Dacca where they had meetings with Pakistan Government representatives about Giddings' subsidiary, Galfra Habib, which produces textile machinery in East Pakistan.

Plans for tour of France and Canada

MR. RONNIE WOOD, who has recently joined Bonsoir Ltd, as export sales manager, is planning his visits to France and Canada which he will make in February 1969. Before taking up his present appointment he was London manager of Munrospun Ltd., during which he made several selling trips overseas on behalf of the company.

ECGD LOCAL ADDRESSES

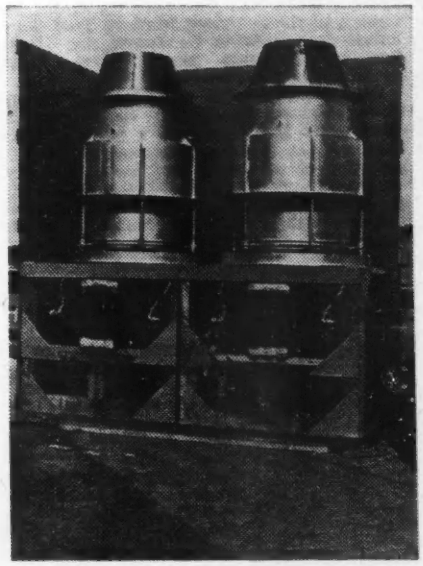
The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.*2 (606 6699). *The department has* 19 *local offices in various parts of the United Kingdom. A list was given on page* 1409 *of November* 22 *issue.*



The world's first hover caravan, the 'Hoversprite', manufactured by Sprite Ltd., is demonstrated in public for the first time at Chelsea Barracks in London. It is an experimental research vehicle, and is capable of travelling at 35 *m.p.h.*

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.



Two of Hamworthy Engineering's giant pressure jet oil burners for the new Vasteras Electricity Generating Station in Sweden being packed for despatch.

Successful sales mission

The business mission by Tarantella (Edna Kirby Ltd.), Walsall, manufacturers of fine leather golf gloves has been successful. The gloves are to be marketed coast to coast across Canada and the United States and they have been endorsed by many established sports goods distributors and well known international golfers. Contracts have been negotiated in excess of £250,000.

Water screen for Belgium

A contract to supply the largest water screen of its type in Europe has been won by F. W. Brackett & Co. Ltd., the water screening engineers within the Hawker Siddeley Group. The screen has been ordered by the Société de Traction et d'Electricité of Brussels on behalf of EBES (Verenigde Energiebedrijven van het Scheldeland) for installataioin at their new Kallo power station – 10 miles from Antwerp – and will handle up to five million gallons of cooling water an hour.

Containers for Singapore

Plans to develop Singapore as a container port have resulted in Highway Trailers (Great Britain) Ltd., Southampton, receiving an initial order for 10 container-carrying independent trailers of 25-ton capacity, in ckd form. The order has been placed by Edgar (Singapore) Ltd. under a contract awarded by the Port of Singapore Authority.

New type pump for Ceylon

A pump incorporating a new type of British diesel engine as a power unit made by Almar Pumps Ltd., of Gloucester, has been despatched to Ceylon.

$1¼ million contract

The Canadian Imperial Bank of Commerce has awarded a contract valued at approximately $1,300,000 (EC) to The Mitchell Construction Company (Caribbean) Ltd., a member of The Mitchell Construction Kinnear Moodie Group Ltd. The contract is for the building of a new head office for the Bank, to repiace their existing office in Port of Spain, Trinidad WI.

£40,000 orders

The British Oxygen Company Ltd., has exported more than 100 Boyle anaesthetic tables to Europe during the past few weeks, including 33 to Austria, 28 to Turkey and 23 to Sweden. Total value of the orders is about £40,000. The apparatus is also selling well in Thailand, Spain, Iran, Kuwait and Japan.

65 per cent of production exported

Bray Construction Equipment Limited, part of the Sheepbridge Engineering Group, is now selling 65 per cent of its total production overseas. Bray machines are now in East and West Australia; Canada; Columbia; Trinidad; Turkey and Yugoslavia. To support these markets and expand into others distributors have been appointed in 11 new areas: East and West Australia, Eire, Greece, Italy, Jordan, New Zealand, Ontario, Quebec, South Africa and Yugoslavia.

Cables for Ceylon

British Insulated Callender's Cables Limited have been awarded a £317,000 contract by the Ministry of Land, Irrigation and Power of Ceylon, on behalf of the Department of Government Electrical Undertakings, for the supply of 11kV power cables, together with associated low voltage cables.

Confirmation of United States orders

Following an earlier visit this year to New Jersey, New York, Boston and Los Angeles, Mr. John Bailey, Dynamco Oscilloscope marketing manager, has received cabled confirmation of initial orders to the value of nearly $400,000 for more than 300 of the 71 Series Oscilloscopes. This is Dynamco's first real breakthrough in the United States market. The oscilloscope production is centred in the Company's new factory at Broxburn, Nr. Edinburgh, Scotland.

Stenner's machinery chosen by Yugoslavia

Stenner of Tiverton Ltd., the Devon firm of sawmilling machinery manufacturers, have secured a £26,000 contract for two log bandmills and a heavy resaw from Metalka Export-Import of Ljubljana, Yugoslavia.

Turkish fertilizer order

ICI Agricultural Division has won a £500,000 contract to supply 35,000 tons of ammonium sulphate fertilizer to Turkey. It is the largest single fertilizer order won by ICI from Turkey in recent years. Agricultural Division exports more than 500,000 tons of fertilizer each year from the Tees – worth nearly £12,000,000.

Main machinery for super-tanker

John Brown Engineering (Clydebank) Ltd. has secured its first ever contract for the main machinery for a supertanker. The engine – a steam turbine capable of developing 32,000 shaft horse power at 86 revs per minute – is for a 255,000 tons deadweight tanker for Texaco Inc., being built on Tyneside. The value of the JBE contract, finalized recently, is between £300,000-£400,000, and delivery is for the end of 1970.

STD system for East Africa

Installation of a subscriber trunk dialling (STD) network has begun in the capitals of Kenya, Uganda and Tanzania, by The Plessey Company Ltd. – under the supervision of their subsidiary Plessey (East and Central Africa) Limited – under a £314,000 contract awarded by the East African Post and Telegraph Corporation. The new STD system will enable telephone users in Nairobi, Kampala and Dar es Salaam to make direct calls through most of the EAP & T network.

Trial for road marking paint

A specially developed British road marking paint that allows traffic to flow within minutes of its application has been given a trial contract by the Belgian Government. The contract, awarded to Detel Paints Limited of South Ruislip, Middlesex (an Albright & Wilson company), involves the marking of a section of the Brussels-Antwerp motorway and a portion of the Brussels-Louvain road.

This is the first time that the paint – known as Hot Spray Clearlane – has been applied to a road on the continent.

Johannesburg buys Roadliners

The City of Johannesburg Tramways Department have placed an order for ten Daimler Roadliner SRC6 rear-engined single-deck bus chassis. Latest deliveries to South African (Transvaal) municipalities include four Roadliners for the Springs Public Transport Department and three for the City Council of Pretoria Transport Department.

Oxy-cutters for Greece

A Greek company, Halyvourgiki Steel Works, has placed a £10,300 order with Hancock & Company (Engineers) Limited of Slough, Bucks, for four oxy-cutting machines. The machines are the Hancoplater, a special plate stripper and two portable pipe cutters which will be installed in the Halyvourgiki plant at Elefis, 15 miles outside Athens.

Bridge cables for Australia

British Ropes Limited, Doncaster, is to supply prestressed concrete strand and bridge cables for the West Gate Bridge across the Lower Yarra River at Melbourne in Victoria, Australia. This order, from John Holland & Company Pty. Ltd., and World Services and Construction Pty. Ltd., for what is believed to be the largest cable-stayed girder bridge in the world has been won with the co-operation of the company's Australian agents, Alan H. Reid (Sales) Pty. Ltd. To a total value of £270,000 sterling, British Ropes Ltd. will supply for delivery during 1969 approximately 1,000 tons of ½-inch diameter BRIDON 'Supa-7' prestressed concrete strand, together with 600 tons of high modulus bridge cables in 2½ and 3-inch diameter. The firm is also to supply Dyform prestressed concrete strand for a new shopping area at Doncaster, a new town near Melbourne, Victoria.

Switchgear for Libya

South Wales Switchgear Limited has received orders totalling approximately £30,000 from the British Petroleum Trading Company Limited, for switchgear equipment to be installed at Sarir Power Station, Libya.

£10,000 order

Centrax Gears Limited report orders from Australia and Canada for the supply of monotrol axles and transmissions used in fork-lift trucks to the value of £10,000. A further order from Sweden has also been received for differential centres for fork-lift trucks to the value of £2,500.

Swedish order

A £270,000 order has been received by AEI-Herr Ltd., of Aldridge, Staffordshire, for SKF Bangbro, Sweden, for a hydrochloric acid pickle line installation, together with two acid regeneration plants, one of which is destined for SKF Hallefors on a separate wire pickling installation.

Telephones for South America

Orders from Brazil for the Plessey high-speed 5005 Crossbar telephone exchange system have topped £4 million within eight months with a new contract for installations in Paranavai. The latest contract follows two major Plessey Crossbar contracts, the first for £1.5 million worth of 5005 Crossbar equipment to be installed in Santos, and the second for £2.3 million worth of similar equipment to be installed in 19 cities in the State of Sao Paulo.

Record exports to United States

Balding Engineering announce that they have set a new record for exports of their milling machines to the United States with 53 machines despatched in the month of October. The demands from other world markets have also been maintained.

Refinery equipment for Saudi Arabia

The Process Plant division of Birwelco Limited – a subsidiary of GKN Engineering Limited – has received a £50,000 order to design, fabricate and supply air-cooled heat exchange equipment for the Arabian American Oil Company (Aramco) in Saudi Arabia.

Air conditioners for Russian trawlers

J. Samuel White & Co. Ltd., of Cowes, Isle of Wight have received an order for air conditioners to be installed in eight Russian trawlers, now being built in Sweden.

Extruders for Czechoslovakia

A contract for extruding equipment worth £44,500 has been secured from Czechoslovakia by a British consortium consisting of Winget Limited, Gloucester, and Davy Plastics Machinery Limited, Poole (a member of the Davy-Ashmore Group).

Japan buys Scottish 'know-how'

Motherwell Bridge Engineering Limited have concluded an agreement with Niigata Engineering Co. Ltd. of Tokyo for the sale of technical 'know-how' on the manufacture of spheres for gas storage. The agreement is on a royalty basis for five years. The preliminary negotiations which led to the successful conclusion of this agreement were carried out by Mr. J. C. A. Crawford, chief executive of the Motherwell Bridge Group, when he was in Japan in October 1967 as a member of the Scottish Council Trade Mission.

Cine projector orders

Following the recent launch of their new 35/70 mm cinema projector, the export division of Westrex Company Ltd., the London based division of Littin Industries, have received orders from the United States, Hong Kong, Manilla, Belgium and France, and many more are reported to be in the pipeline.

Indonesia mineral contract

Taylor Woodrow International Ltd. has received a contract from P.T. International Nickel Indonesia for the management and procurement of operational support facilities for mineral investigation in Sulawesi, Indonesia. For an initial period of one year, the value of the work will be approximately £600,000. The operations comprise the extraction by auger boring of samples for evaluation of nickel content over an area of some 27,500 square miles, or approximately the size of Ireland.

Transformers for South Africa

Hawker Siddeley Electric Export Ltd. has received an order from the Electricity Supply Commission of South Africa for two 250 MVA power transformers, for the Mersey substation, Pietermaritzburg, Natal.

Machine tools for USSR

Funditor Limited, a member of the Lamson Industries Group, has recently concluded an agreement with the USSR for the supply of specialized Machine Tools to be used in the production of bolts, shafts, etc. The £50,000 order which covers four machines was obtained in the face of fierce overseas competition.

'Turnkey' contract

On behalf of HH Sheikh Rashid Bin Said Al Maktoum, the Ruler of Dubai, HE Mr. Mahdi Al Tajir, Director of The Ruler's Affairs and Petroleum Affairs, has signed a major 'turnkey' contract with representatives of the Costain Group. The £4.1 million contract involves the design, building and equipping of an international air terminal complex at Dubai airport. It is believed this will be the first Jumbo Jet air terminal in the Middle East and the first in the world especially designed for that purpose. The 30-month contract will be carried out by Costain Civil Engineering Limited, who are at present working on a £9.4 million deepwater harbour scheme in Dubai.

Oil process units for Australia

Kellogg International Corporation, London, a subsidiary of Pullman Incorporated, are designing engineering and constructing three new process units for Petroleum Refineries Australia Pty Ltd. at Altona, Victoria, Australia. PRA is jointly owned by Mobil Oil Australia Ltd. and Esso Australia Ltd.

South African order

Felcoil Burners Ltd., have received an order from Morganite South Africa (Pty) Ltd., a member of the Morgan Crucible Group of Companies, for a Unigat type 60 automatic packaged gas burner.

Locomotives for Sudan

The Sudan has ordered from English Electric 10 1850 hp diesel-electric locomotives at a cost of almost £1 million. The locomotives, which will be used to haul general freight between Port Sudan and the interior, will frequently have to operate in fierce sandstorms and shade temperatures as high as 120° F. This is the fourth repeat order from the Sudan, similar batches having been delivered in 1960, 1961/2 and 1963. It will bring the total number of English Electric locos at work on Sudan Railways to 65 or 80 per cent of its main-line diesel fleet.

Together with a previous order from Ghana for 10 2025 hp diesel-electric locomotives, English Electric has now won just under £2 million worth of export business from Africa in the last two months.

Meteorological balloons order

An order from Australia for 66,000 meteorological balloons, has been won by Phillips Rubber against intensive Japanese competition. The order represents Australia's total annual requirement for natural rubber balloons for use by the Australian Weather Bureau and the Royal Australian Navy. It follows closely on a similar contract from New Zealand for 18,000 balloons for the New Zealand Meteorological office and the Royal New Zealand Navy. The balloons are to be manufactured at the Bury (Lancs.) factory of Guide Bridge Rubber Company Limited, a subsidiary of Phillips Rubber. Phillips have already secured the major share of Danish, Norwegian and Swedish requirements, and have had similar successes in East and South Africa, Burma, Canada, Libya and Rumania.

First export order

Universal Towel Company of East Grinstead, have launched their automatic continuous towel processor on the export market. First export customer for the new processor is a laundry in Gelsenkirchen, near Düsseldorf, which has ordered equipment worth £50,000. The processor is the first to be installed outside of Britain.

4,000 cylinders for United States

The Chesterfield Tube Co. Ltd., a TI Company, has won an order for more than 4,000 cylinders for hydro-pneumatic accumulators from Greer Hydraulics Inc. of Los Angeles, California. Although most of the cylinders are destined for use in the United States, some of them will be consigned to Greer's organization in Sweden.

84,000 breathmeters sold

A £16,000 order has been received from New Zealand for 84,000 Alcolor breathmeters(by Cotswold Chemical Co. of Cheltenham. This latest order brings the value of breathmeters, exported to New Zealand by the company during the past six months to £35,000.

It was also announced that an order had been received from South Africa for 20,000 breathmeters worth £5,000.

Generating sets for Bolivia

Diesel generating sets worth £51,000 are being built by Petters Limited, a Hawker Siddeley Diesels company, for the Government of Bolivia. The sets will supply electricity to villages in the jungle plains of Bolivia's eastern region. The first of three consignments is already on its way.

Serving the dual purpose of effective publicity of their products and transport, this Leyland Comet tractor is used for transporting flour from the mills in Bombay to Parle's biscuit factory in Vile Parle, a suburb of Bombay. Parles, makers of cocktail biscuits, have modelled their bulk flour tank trailers to look like two large tins of their biscuits which are believed to be the largest replicas ever built in India.

EXPORT ORDERS, *continued*

Firm's first container load to United States

Ninety-two 'Taperex' slew rings produced by Priestman Brothers Limited for crane and excavator applications, have been shipped to Baltimore, Maryland, in a single container of 20 tons capacity, for forwarding by road to Toledo, Ohio, where they will be stored in readiness for release to customers. This ensures supplies in the mid-Western States while the St. Lawrence Seaway is closed by ice.

Taperex Limited, who market these products on behalf of Priestman, state that this consignment worth £13,000 is the first of many anticipated during the next 12 months, following a year in which more than one third of all deliveries went to the United States.

Sales to 77 countries

During the past year, Quickfit and Quartz Ltd., manufacturers of interchangeable laboratory glassware and scientific instruments, of Stone, Staffordshire, has increased its exports to 47 per cent, an increase of nearly 6 per cent on the previous year.

Mr. E. S. Pearse, managing director, said that in the last 12 months the firm had exported its products to 77 different countries including such markets as Poland, the USSR, Rumania and Iraq.

Pumping equipment for Finland

The Fraser & Chalmers Division of GEC (Process Engineering) Limited has received a £20,000 order for pumping equipment to be installed in a phosphoric acid plant which is being engineered by Dorr-Oliver NV, Amsterdam for Rikkihappo Oy at Siilinjarvi, Finland.

All the equipment is due for delivery to site in December.

25,000 tons of steel exported

Exports from the steel works of Exors of James Mills Ltd., Bredbury, Nr. Stockport, have reached an all-time peak. In the last year over 25,000 tons of steel has left the works for all parts of the world. Half of this tonnage was exported to America – 5,000 tons more than last year's record breaking figure.

This year the firm have penetrated the Canadian market for the first time to supplement existing export fields which include Sweden, Italy and Australia. The important Swedish market received nearly 8,000 tons of Mills steel.

Axles for Sweden

Centrax Gears Limited, report that orders have been received from Sweden for their FT 199 truck axles and transmissions, to the value of £4,000.

Elastic for Russia

Over 100,000 yards of narrow elastic fabric for foundation wear production have been ordered by Russia from Clutson-Penn United Kingdom Limited, Leicester, manufacturers of stretch fabrics. The order was placed by Raznoexport, Moscow. Mr. Robert Hazelton, a director of the firm said: 'We have been negotiating with the Russians for a number of years during which time I have made four personal visits to the Soviet Union. We are hopeful that this first order will be the start of a regular business association.'

Aluminium alloy for Rumania

Over 5,000 lbs. of aluminium alloy in the form of plate, sheet, bar, angle and tube has been supplied by James Booth Aluminium Ltd., Birmingham for the construction of a nuclear research facility to be bought by Rumania from Fairey Engineering Ltd., Stockport, Cheshire.

Machine tools for Rumania

Machine tools, valued at £200,000, are being supplied by Alfred Herbert Ltd., of Coventry, to Masinimport of Rumania. It is understood that the equipment will be installed in two factories and used in the manufacture of machine tools. The orders were obtained in the face of keen competition from Switzerland and Germany.

Control equipment for Brazilian ships

Regulateurs Europa Limited, a member of English Electric Diesels Limited, has won a £100,000 order for automatic control equipment for diesel generating sets to be installed in 24 cargo vessels being built in Brazil. The order was received through the Power & Marine Division of The English Electric Company Limited, who are the main contractors for the entire controls contract in Brazil.

Catering equipment

Stotts of Oldham have received orders worth about £9,000 to supply catering equipment for an hotel in Abu Dhabi and a hospital in Tehran.

A £20,000 order

A £20,000 order for hollow mould pans together with support props for concrete floor construction at the new international air terminal building at Abu Dhabi has been won by Mills Scaffold Co. Ltd., a member of the GNK Group of Companies.

Wellhead equipment for Australia

A £250,000 order for 60 complete wellhead 'Christmas Tree' assemblies has been won by the oil division of Newman Hender (Woodchester) Limited of Stroud, Glos., one of the Newman Hender Group companies. The order was placed by Esso Standard Oil (Australia) Limited who, in association with The Broken Hill Proprietary Company Limited, will be producing natural gas and oil in 1969 from the recently discovered off-shore fields in the Bass Strait, off South East Australia.

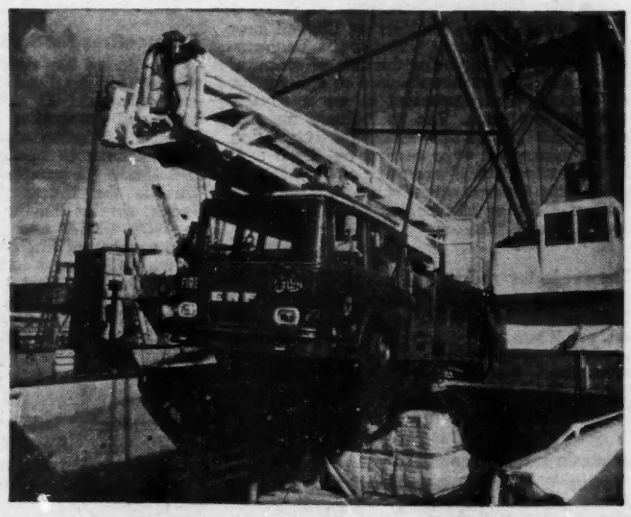
Orders from 20 countries

Orders placed with STC's Test Apparatus and Special Systems Division (Newport) in the first eight months of 1968 for Lincompex equipment totalled over £200,000. The orders came from 20 different countries including several in South America, the United States, East Africa, the Middle East and Europe.

Hovercraft for Australia

Hover-air Ltd. of Peterborough have sold one of their latest air cushion vehicles – the 'Hoverhawk' – to W. Kopsen & Company (Pty.) Limited, of Sydney, Australia. Already more than 20 'Hoverhawks' have been exported to countries which include the United States, East Germany, Holland, Kenya, Mexico, Portugal, Sarawak, South Africa, Sweden and Zambia.

Lord Brown (centre), Minister of State, Board of Trade, was presented with a gold-plated steel-shafted hammer when he visited Stanley Works, Sheffield during November. It marked the forgoing three days earlier of the company's 10 millionth hammer head since production started in 1957. Nearly half the hammers go for export. Lord Brown, who has special responsibility for exports, spent an hour discussing export problems with senior Stanley management.



One of two SS85 Simon Snorkel fire fighting and rescue units being loaded at Liverpool for the Kuwait Fire Department. Capable of reaching a working height of 85 ft. in 70 seconds, they can carry up to five people to safety all in one operation. The order, worth £50,000, was obtained by Simon Engineering Dudley Ltd., through their agents Electrical Contracting Co. Ltd., of Kuwait.

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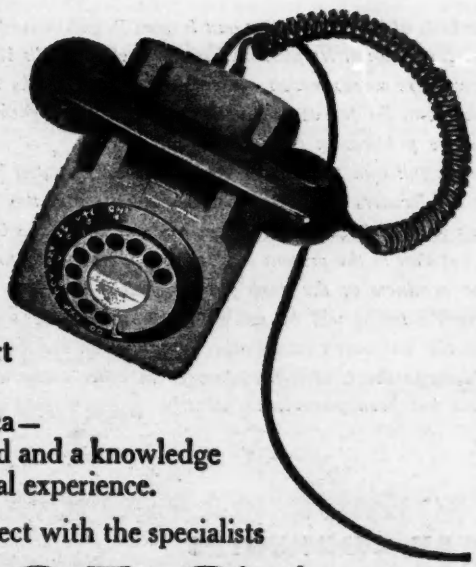

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view,*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets,*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations and Decisions which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations and Decisions may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of the Regulations will be published by HMSO.

PIGMEAT

Regulation (CEE) No. 1842/68 cancels **Regulation (CEE) No. 1557/68** which concerned the sale of products in the pigmeat sector which have been the subject of intervention measures (*Journal Officiel* No. L281 dated November 20, 1968).

Regulation (CEE) No. 1849/68 concerns the sale of products in the pigmeat sector which have been the subject of intervention measures (*Journal Officiel* No. L282 dated November 21, 1968).

MILK AND MILK PRODUCTS

Decision 68/394/CEE authorizes France and Belgium to grant aid for the private stocking of certain cheeses (*Journal Officiel* No. L281 dated November 20, 1968).

Decision 68/395/CEE authorizes France to proceed with the purchase of 'Comté' cheese (*Journal Officiel* No. L281 dated November 20, 1968).

Decision 68/396/CEE authorizes Germany to sell at a reduced price to charitable institutions butter at present held in public stock (*Journal Officiel* No. L281 dated November 20, 1968).

Decision 68/402/CEE modifies **Decision 339/68/CEE** which authorized Germany to sell at a reduced price butter from public stock for use in the manufacture of concentrated butter (*Journal Officiel* No. L284 dated November 23, 1968).

Decision 68/403/CEE modifies **Decision 68/332/CEE** authorizing the Netherlands to sell at a reduced price butter from public stock for use in the manufacture of concentrated butter (*Journal Officiel* No. L284 dated November 23, 1968).

Temporary suspension of import duties in the common tariff

THE *Journal Officiel des Communautés Européennes* No. L281 dated November 20, 1968, contains the text of **Regulation (CEE) No. 1837/68** authorizing the temporary and partial suspension of import duties on the following products during the period November 25, 1968 to December 31, 1968.

Common Customs Tariff No.	Description of goods	Rate at which duty is Suspended
ex 29.07	Acrylonitrile monomer	8%

The French text of this Regulation may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). An unofficial translation will be published by HMSO in due course.

Imports from non-member countries to the EEC

THE *Journal Officiel des Communautés Européennes* No. L281 dated November 20, 1968 contains the text of **Decision 68/397/CEE** which authorizes Belgium, Luxemburg and the Netherlands, by virtue of Article 115 of the Treaty of Rome, to exclude from Community treatment certain paving stones and tiles originating in Japan and enjoying free circulation in the other Member States of the EEC by suspending the issue of import licences. The goods affected fall within tariff headings 69.07 and 69.08, which cover both glazed and unglazed setts, flags and paving, hearth and wall tiles. The Decision will remain valid until the entry into force of a final Commission Decision on this matter.

The French text of this Decision may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Rules of competition

THE *Journal Officiel des Communautés Européennes* No. C122 dated November 23, 1968, contains an announcement relating to an application for clearance of an agreement between 'La société anonyme française Jaz' of Paris and the German concern, Peter-Uhren GmbH of Rottweil for the manufacture and sale of clocks.

Interested third parties are invited to submit their observations within one month from November 23, 1968, under reference IV/26437 to the following address: Commission des Communautés Européennes, Direction Générale 'Concurrence', Direction 'Ententes et positions dominantes', 170 rue de la Loi, Bruxelles 4 (Belgique).

Particulars of this notice may be obtained, if required, from Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2354/2355).

FRENCH OVERSEAS DEPARTMENTS

Import regulations

THE FRENCH *Journal Officiel* of November 17 announced that the measures concerning both restrictions on and liberalization of imports published in the *Board of Trade Journals* of July 19 (page 200), August 9 (page 436), August 23 (page 571) and September 13 (page 739) have been extended to the French Overseas Departments of Reunion, Martinique, Guadeloupe and Guiana and are applicable to imports from all sources.

Goods no longer subject to quantitative restrictions

Tariff No.	Description
12.04	Sugar beet, whole or sliced, fresh, dried or powdered; sugar cane.
17.01	Beet sugar and cane sugar, solid.
17.02 C	Maple sugar and syrup.
17.02 D	Other sugars and syrups.
17.02 E	Artificial honey.
17.02 F	Caramel.
17.03	Molasses, whether or not decolourized.
17.05	Flavoured or coloured sugars, syrups and molasses, but not including fruit juices containing added sugar in any proportion.
59.04	Twine, cordage, ropes and cables, plaited or not.

Goods classified under the following tariff headings no longer need technical visas:

64.02, Ex 70.19 A, B, C and D and 84.48. Technical visas are needed for items falling under heading Ex 84.63 only when equal to, or exceeding, a value of Fr. 3,000 (either c.i.f. or franco-frontier).

The issue of certificates and visas will follow the procedures appropriate to each Overseas Department.

Furthermore, the French *Journal Officiel* of November 21 announced that all remaining quantitative restrictions have been abolished for the goods listed in the notice of July 7, 1962, published in the *Board of Trade Journal* of July 20, 1962 (pages 150-151) (see also *Board of Trade Journal* notice of October 4, page 953).

Inquiries relating to this and previous notices should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 429/408/288), where the full French texts may be seen.

FRANCE

Exchange control regulations

NEW FRENCH Exchange Control Regulations came into force on November 25 and were published in the French *Journal Officiel* of November 25 and 26.

The new measures include strict control of all foreign currency transactions by importers and exporters. For commercial transactions involving payment for imports over 250 francs, importers will not be able to obtain the necessary foreign currency more than eight days before payment is due under the terms of the commercial contract. When payment has to be made before the importation of the goods the importer will be required to produce the commercial contract as evidence. If the goods have already been imported, documentary evidence of their passage through the French customs will be necessary. Similarly, transfers of currency abroad or credits to foreign franc accounts, in payment for imports, have to be justified by documentary evidence of the transfer of goods.

French residents are prohibited from lending money to non-residents or from buying either French or foreign shares on the Paris Bourse for non-residents, without permission of the Finance Ministry.

Under the new regulations the amount of foreign currency available to French business travellers is limited to a daily maximum of Fr. 200 with an upper limit of Fr. 2,000. There are also similar quantitative restrictions on the amounts of French currency which non-residents may take out of the country.

The measures also prohibit the movement of capital, currency and gold outside France without the authority of the French Finance Ministry. Residents and non-residents must submit to the

(*Continued on next page*)

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FRANCE, *continued*

authorities details of overseas share portfolios, foreign currency holdings and all debts due to foreign creditors.

The French Ministry of Finance has appointed a list of agents, mainly banks, who will be responsible for controlling transactions falling within the new regulations.

Any inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French texts may be seen.

Increase in the value added tax

AS FROM December 1, 1968 the four rates of French value added tax (taxe sur la valeur ajoutée – commonly referred to as TVA) were increased.

The details were published in the French *Journal Officiel* of November 30, and the new rates are as follows:

Normal rate (for products other than those to which the other rates apply or which are exempt from TVA) 19 per cent (23.5 per cent) – previously 16.6 per cent (20 per cent).

Maximum rate (for luxury products) 25 per cent (33.3 per cent) – previously 20 per cent (25 per cent).

Intermediate rate (for most manufactured foodstuffs) 15 per cent (17.6 per cent) – previously 13 per cent (14.9 per cent).

Reduced rate (for basic foodstuffs) 7 per cent (7.5 per cent) – previously 6 per cent (6.4 per cent).

The percentages in parenthesis represent the effective rates applicable to the price of goods before the addition of the tax element itself, i.e. for imports, the landed cost including import duties. More detailed information about the value added tax and the categories of goods to which the four rates are applicable was given in the *Board of Trade Journals* of November 17, 1967 (page 1282), January 19, 1968 (page 203) and February 2, 1968 (page 346).

Any inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

FEDERAL REPUBLIC OF GERMANY

Imports of fresh meat cuts

WITH EFFECT from January 1, 1969 the Federal German Government is amending its meat inspection law to permit the import into Germany, subject to certain conditions, of cut meat in packages. Whereas previously fresh meat could only be imported in carcases and half-carcases, the Federal Minister will in future grant exemptions to allow of smaller cuts of meat being imported. The grant of an exemption is subject, however, to the meat in every case being inspected and certified by a veterinary surgeon of German nationality appointed by the Federal Government.

Inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467, 482, 7069).

RUMANIA

Trade mark law

A NEW trade mark law, replacing the old law of 1879, came into operation in Rumania on June 30, 1968. This law introduces a system of compulsory registration of trade marks and unregistered trade marks will no longer enjoy protection. Marks unregistered but at present used in Rumania may, however, continue to enjoy protection if application for registration is made by December 29, 1968. Registrations of trade marks and renewals effected before June 30, 1968 are protected until the period of protection originally granted expires. The new law also provides for the registration of service marks.

An English translation of the law is available for consultation in the Chancery House Annexe of the National Library of Science and Invention (Holborn Division), Chancery House, Southampton Buildings, Chancery Lane, London, W.C.2.

GIBRALTAR

Customs tariff amendments

THE BOARD OF TRADE has received a copy of Gibraltar Government Gazette No. 1,156 of October 26, 1968, which amends the First Part of the First Schedule to the Imports and Exports Ordinance as published in the *Board of Trade Journal* of February 2, 1968 (page 349).

The amendment reads as follows.

Item No.	Article	Preferential Duty	General Duty
8 A	Manufactured cigarettes . . . per lb.	14s. 0d. with an additional duty of 16s. 0d. per thousand cigarettes.	14s. 6d.

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E48, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

MALTA

Import restrictions

THE BOARD OF TRADE has received a copy of the Malta Government *Gazette* of November 8, 1968. The contents of this *Gazette* Notice may be of interest to exporters to Malta and reads as follows:

1. The attention of importers is drawn to the fact that a number of commodities cannot be imported into Malta unless an import licence has been issued by the Director of Trade under the Importation (Control) Regulations, 1959.

2. Importers sometimes order goods from abroad and then apply for an import licence when the goods are about to arrive. They face considerable inconvenience and embarrassment when they find that the import control regulations have to be rigidly enforced and the Government is not prepared to issue an import licence.

3. Importers are accordingly advised in their own interest not to place orders for controlled goods before they have been granted an import licence to cover the orders.

4. In case of doubt as to whether any specific goods are subject to import control, prospective importers should get in touch with the Import Licensing Division of the Department of Trade (2 Cavalier Street, Valletta).

All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 309, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2642).

CYPRUS

Telecommunications strike

THE BRITISH High Commission in Nicosia have advised the Board of Trade that on November 18 the workers in the Cyprus Telecommunications Authority went on strike.

Commerce has been seriously hampered by the closure of the internal trunk telephone system. International communications and telegraph are also affected, and only very urgent messages can be transmitted.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 309, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2642).

TURKEY

Liberalization Lists imports

IT WAS announced by the Turkish Ministry of Commerce on November 20, that further imports of goods on the Liberalized Lists have been suspended. Import requests received before that date will be allowed.

JORDAN

Customs changes for road vehicles

THE *Board of Trade Journal* of October 10, 1968 gave details of an Amendment to Import Regulations No. 28 of 1968 that had appeared in Jordan *Official Gazette* No. 2124.

This has been further amended by the announcement in *Official Gazette* No. 2127 of September 30 to the effect that the new specific rates of duty shall apply to new diesel vehicles and used diesel or petrol vehicles, but the previous *ad valorem* duties shall still apply to new petrol vehicles.

Details are available from Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

SUDAN

Outbreak of cholera

THERE HAS been an outbreak of a disease resembling cholera in the Eastern Sudan, and intending visitors are advised to have a vaccination before going to this area.

SINGAPORE

Import control

THE SINGAPORE *Government Gazette* dated November 25, 1968 publishes the Prohibition of Imports (General Licence) (Amendment No. 19) Notification, 1968, which amends the First Schedule to the Prohibition of Imports (General Licence) Notification, 1965, by deleting the following item:

'54 Ballasts for fluorescent lamps.'

The effect of this amendment is that a specific licence is no longer required for the above mentioned item.

Notice to Traders No. 27 of 1968 also mentions that conditions imposed on import licences previously issued subjecting imported ballasts to tests by the Industrial Research Unit are hereby cancelled. Also, re-export conditions imposed on previous licences for the import of these are hereby cancelled.

Import control: children's bicycles

THE SINGAPORE GOVERNMENT *Gazette* dated November 20 publishes the Prohibition of Imports (General Licence) (Amendment No. 18) Notification, 1968, which amends the First Schedule to the Prohibition of Imports (General Licence) Notification, 1965, by the addition of the following new item:

115 Children's bicycles of less than 16 inch frame and less than 24 inch wheel diameter.

The effect of this order is that these goods are now subject to import licensing.

Singapore Notice to Traders No. 26 of 1968 requires that application for licences for the above mentioned goods must state the frame and wheel diameter sizes of the bicycles to be imported. Traders are also informed that inward declarations for the import of adults' and children's bicycles must show the frame and wheel diameter sizes of the bicycles.

ALGERIA, MOROCCO AND TUNISIA

Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is, therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.

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AUSTRALIA

Tariff Board inquiries results

DETAILS ARE given below of changes made in the Australian customs tariff by customs tariff proposals which came into effect on November 7, 1968, and include those consequent upon tariff board inquiries into the following goods:

Mushrooms
Chrome chemicals
Penicillins and streptomycin
Medical and surgical dressings
Static transformers

Amendments of Part II of the First Schedule to the Customs Tariff 1966-1968

Mushrooms

After sub-item 07.01.2 insert the following sub-item:

07.01.3	Mushrooms	35%	35%

After sub-item 07.02.1 insert the following sub-item:

07.02.2	Mushrooms	$0·001 per lb.	Free

After sub-item 07.04.2 insert the following sub-item:

07.04.3	Mushrooms	$0·001 per lb.	Free

Omit sub-items 20.02.2 and 20.02.3, insert the following sub-items:

20.02.2	Pickles, olives and capers, in packs exceeding 1 gallon:		
20.02.21	Pickles	$0·408 per gall.	$0·206 per gal.
20.02.22	Olives and capers . .	$0·15 per gal.	$0·112 per gal.
20.02.3	Mushrooms packed in liquid or in airtight containers	$0·20 per gal, calculated by reference to the total contents of the containers in which the goods are packed	$0·60 per gal, calculated by reference to the total contents of the containers in which the goods are packed

Omit Note 8 to Chapter 28.

Chrome chemicals

Omit item 28.21, insert the following item:

28.21	*Chromium oxides and hydroxides	7½%	Free

Omit sub-item 28.38.1, insert the following sub-item:

28.38.1	Sodium sulphate; zinc sulphate; magnesium sulphate; chromium sulphate other than base chromium sulphate; aluminium ammonium sulphate; aluminium potassium sulphate; aluminium sodium sulphate; aluminium sulphate	25%	15%

Omit sub-item 28.47.1, insert the following sub-item:

28.47.1	Lead chromate; sodium aluminate	25%	15%

Omit sub-item 32.03.9, insert the following sub-item:

32.03.9	Other	7½%	Free

Omit paragraph 38.12.96.

Pencillins and streptomycin

Omit sub-items 29.44.1, 29.44.2 and 29.44.3, insert the following sub-items:

29.44.1	Benzylpenicillin and its salts .	$0·025 per mega unit, and 10%	$0·025 per mega unit
29.44.2	Phenozymethylpenicillin and its salts	$0·045 per gramme calculated as free acid, and 10%	$0·045 per gramme calculated as free acid
29.44.3	Streptomycin sulphate . .	$0·075 per gramme base, and 10%	$0·075 per gramme base

Omit sub-items 30.03.3 and 30.03.4, insert the following sub-items:

30.03.3	Of mixtures of streptomycin sulphate with one or more of the following: (a) benzylpenicillin (b) phenoxymethylpenicillin (c) salts of benzylpenicillin (d) salts of phenoxymethylpenicillin	$0·075 per gramme calculated by reference to the weight of streptomycin sulphate and the antibiotics specified in clauses (a) to (d) inclusive in column 2 in this sub-item in the goods, and 10%	$0·075 per gramme calculated by reference to the weight of streptomycin sulphate and the antibiotics specified in clauses (a) to (d) inclusive in column 2 in this sub-item in the goods
30.03.4	Of antibiotics not being goods falling within sub-item 30.03.3:		
30.03.41	Of benzylpenicillin or its salts	$0·025 per mega unit of benzylpenicillin, and 10%	$0·025 per mega unit of benzylpenicillin
30.03.42	Of phenozymethylpenicillin or its salts	$0·045 per gramme calculated as free acid of phenoxymethylpenicillin, and 10%	$0·045 per gramme calculated as free acid of phenoxymethylpenicillin
30.03.43	Of streptomycin sulphate .	$0·075 per gramme of streptomycin base, and 10%	$0·075 per gramme of streptomycin base
30.03.49	Of other antibiotics:		
30.03.491	Of penicillins or salts of penicillins; of streptomycin or salts of streptomycin	7½%	Free
30.03.499	Other	32½%	17½%

Medical and surgical dressings

Omit item 30.04, insert the following item:

30.04	*Waddings, gauze, bandages and similar goods, including dressings, adhesive plasters, poultices and the like, being goods impregnated or coated with pharmaceutical substances or put up in retail packs for medical or surgical purposes, but not including goods specified in a paragraph of Note 3 to this Chapter:		
30.04.1	Waddings, cotton wool, absorbent cotton and the like; crepe bandages	30%	20%
30.04.2	Gauze, bandages other than crepe bandages, and similar goods, including dressings, adhesive plasters, poultices and the like	7½%	Free

Static transformers

Omit sub-paragraph 85.01.491, insert the following sub-paragraph:

85.01.491	Rated for use at voltages exceeding 75,000 and having a kVA rating less than 50, being transformers of a kind solely or principally used in X-ray apparatus	7½%	Free

Omit sub-paragraph 85.01.499, insert the following sub-paragraph:

85.01.499	Other	40%	30%

Various gaskets and similar joints; cork in sheets strip, discs, etc.

Omit paragraph 45.04.91, insert the following paragraph:

45.04.91	Gaskets and similar joints; cork in sheets, strips, discs or other planar forms, of a kind suitable for cutting into packings	52½%	27½%

Outboard engines, etc.

Omit sub-item 84.06.2, insert the following sub-item:

84.06.2	Outboard engines; engines exceeding 10 brake horsepower for installation in wheeled tractors; engines for installation in tractors of the tracklaying type; engines of a kind commonly used in motor vehicles of a kind falling within sub-item 87.01.1, 87.02.1 or 87.03.9, not being engines falling within sub-item 84.06.1:		
84.06.21	Outboard engines . .	25%	15%
84.06.22	Engines exceeding 10 brake horsepower for installation in wheeled tractors; engines for installation in tractors of the tracklaying type	7½%	Free
84.06.29	Other.	35%	27½%

Fuel pumps used solely or principally with compression ignition engines, etc.

Omit sub-item 84.10.5, insert the following sub-item:

84.10.5	Fuel pumps of a kind used solely or principally with compression ignition engines; oil and petrol pumps for use as original components in the assembly or manufacture of engines for use in goods of a kind falling within sub-item 84.22.1, 84.23.1, 87.01.2, 87.01.9 or 87.07.3	7½%	Free

Radio parts

In paragraph 85.01.44, after 'amplifiers' insert 'and parts for use as original equipment in the assembly or manufacture thereof'.

In sub-item 85.14.1, after 'cinematographs' insert 'and parts for use as original equipment in the assembly or manufacture thereof'.

In paragraph 85.14.29, omit 'Other', insert 'Loudspeakers and parts for use as original equipment in the assembly or manufacture thereof'.

In sub-item 85.15.1, after 'reproducers' insert ', assembled and complete (including partly assembled or incomplete goods that the Minister directs shall be treated as assembled and complete)'.

In sub-item 85.15.2, after 'reproducers' insert ', assembled and complete (including partly assembled or incomplete goods that the Minister directs shall be treated as assembled and complete)'.

In paragraph 85.18.32, after 'microfarad or less' insert 'and parts for use as original equipment in the assembly or manufacture thereof'.

In paragraph 85.18.39, after 'other' insert 'condensers and parts for use as original equipment in the assembly or manufacture thereof'.

In paragraph 85.19.59, after 'other' insert 'resistors and parts for use as original equipment in the assembly or manufacture thereof'.

Tariff changes on rubberized textile fabrics

CHANGES HAVE been made in the Customs Tariff affecting the rates of duty payable on rubberized textile fabrics (tariff item 59.11).

Full details of these changes will be published in the *Board of Trade Journal* as soon as possible. In the meantime brief details of the changes may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, E.C.4 (Tel. 01-248 5757, Ext. 468).

Tariff Board inquiry on frozen potato products

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assist-

(*Continued on page* 1603)

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ance should be accorded the production of frozen potato products (tariff item 07.02.900).

This reference has been made as a result of representations by local industry.

Details of the tariff item under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
07.02	Vegetables (whether or not cooked), preserved by freezing:		
07.02.100	Beans and peas	$0·125 per lb., less 66⅔% of the f.o.b. price	$0·125 per lb., less 66⅔% of the f.o.b. price
07.02.200	Mushrooms	$0·001 per lb.	Free
07.02.900	Other	$0·002 per lb.	$0·001 per lb.

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities not later than **December 20.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 2115/68.

NEW ZEALAND

Emergency Protection Authority: hand tools

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protection action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of the following goods: garden hand tools (tariff items 82.01.06, 82.01.23, 82.01.24 and 82.01.29); and plumber hand tools (tariff item 82.04.14).

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Description	Unit	British Preferential	Most-Favoured-Nation	General
82.01.06	Other hand tools, forks	Dozen	Free	17½%	30%
82.01.23	Garden trowels	Dozen	Free	Free	Free
82.01.24	Other kinds of agricultural, horticultural or forestry tools as may be determined by the Minister	Dozen	20%* Aul 12½%*	20%	20%
82.01.29	Other	Dozen	Free	Free	Free
82.04.14	Hand tools – other kinds	Dozen	Free	17½%	30%

*Or such rate of duty as the Minister may in any case direct.

The Emergency Protection Authority is required to report to the Minister by December 24, 1968.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their agents in New Zealand.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 24548/G.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

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GUATEMALA

Economic stabilization tax, import licensing suspension

HM CONSUL in Guatemala City reports that the temporary import licensing system (see *Board of Trade Journal* of June 21, page 1098) has been revoked with entry into effect in Guatemala on November 8 of the protocol to the General Treaty of Central American Economic Integration (see *Board of Trade Journal* of July 26, page 295).

The protocol creates an economic stabilization tax of 30 per cent of the import duty payable on most goods entering from outside the Central American Common Market. This surcharge will not be applied to goods shipped to Guatemala before October 31 and cleared before December 15.

Although the Central American protocol provides in addition for the imposition of consumption taxes these will not be levied in Guatemala.

GUYANA

Exemption from import duty

PART III OF THE First Schedule to the Guyana Customs Ordinance (Table of Exemptions from Import Duty) has been further amended by the addition of the following new paragraph to item 27 therein:

'19. Rubber when imported for use in the remoulding or the relugging of tyres by or on behalf of any person engaged in the remoulding or the relugging of tyres provided the Comptroller is satisfied that it will be used solely for that purpose.'

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

CHILE

Permitted import list

THE FOLLOWING modifications were made recently to the Chilean Permitted Import List:

Page	Item No.		Percentage of prior deposit
61	35.06	Alter 1st item to read: Glues with rubber content in containers of less than 1 kg.	200
		General Headings Alter 1st item to read: Special glues in containers of 1 gallon or more	50
76	40.06	Alter 1st item to read: Special rubber adhesives in containers of 1 gallon or more	100

MONSERRAT

Customs tariff changes

THE FIRST Schedule to the Montserrat Customs Duties Ordinance has been further amended by the substitution for items 716-12, 721-06 and 721-12.2 of the following:

Item No.	Description	Rate of Duty	
		Preferential	General
716-12	Air-conditioning and refrigerating equipment (excluding mechanical refrigerators – item 899-08)	Free	5%
721-06.01	Stoves (ranges)	Free	5%
721-06.02	Parts for stoves and ranges (electric) (for item 721-06.01)	Free	5%
721-06.09	Other including household cooking and heating appliances (e.g. hot plates, toasters, etc.) . .	Free	5%
721-12.2	Portable electrical appliances, including domestic .	Free	5%

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

URUGUAY

Temporary exemption from customs duties and other charges

UNDER THE PROVISIONS of Uruguayan Government Decree No. 679/968 published on November 18, imports of machinery, equipment and their spare parts required by rice producers or rice-producer co-operatives, will, for a period of one year, be exempted from payment of customs duties, import taxes and other levies, consular fees, etc. The goods affected include tractors, harvesters, stationary motors, road levellers, bulldozers, pumps, etc. Products imported under the decree may not be sold by the rice-producer owners for a period of five years, except to another rice producer.

The decree covers machinery and equipment already on the high seas or awaiting shipment, or which has arrived in the country and is in the process of being cleared through Customs.

GRENADA

Consumption duties

THE GOVERNMENT of Grenada, under the Consumption Duties Act, 1968 (No. 43 of 1968) has provided for the imposition of consumption duties at various rates on a wide range of goods imported for local use or consumption. Goods affected include footstuffs, beverages and tobacco products; certain chemical products and preparations (mainly medicinal, cosmetic and cleansing); cement; jewellery; manufactures of metal; headgear (straw); gramophone records and matches.

Details of the items and duties involved may be obtained from the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

VENEZUELA

Electrical apparatus and machinery

HM EMBASSY at Caracas has forwarded a translation of a recent Resolution passed by the Ministry of Development regarding the importation and sale of all electrical items (i.e. machinery, apparatus and electric motors) which are to function on both 50 and 60 cycles.

A translation of the Resolution may be inspected at Tariff Section, Export Services Branch, Board of Trade, Room E39, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 476).

HONDURAS

Internal consumption tax

HM EMBASSY in Tegucigalpa report that by Decree No. 74, published in *El Cronista* on October 1, an internal consumption tax has been imposed on a wide range of consumer products. Goods subject to the Decree, which has already come into effect, are taxed at rates of either 10 per cent or 20 per cent *ad valorem*.

Whilst the protocol to the General Treaty of Central American Economic Integration (*Board of Trade Journal* of July 26, page 295) provides for, *inter alia*, the creation of similar internal consumption taxes by member countries this protocol has not as yet been ratified by Honduras.

A list of the items affected by the new internal consumption tax in Honduras may be seen at Tariff Section, Export Services Branch, Board of Trade, Room E39, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474 or 476).

JAMAICA

Exemptions from import duties

THE SECOND SCHEDULE to the Jamaican Customs Tariff (Table of Exemptions from Duty) has been further amended by the addition of the following new items:

Parts used in the conversion of business machines from the sterling to the decimal system:

92. Machine parts which the Collector General, on production to him of certificates from the manufacturer and the importer thereof, is satisfied are intended solely for use in the conversion of business machines from the sterling system to the

(*Continued on page* 1606)

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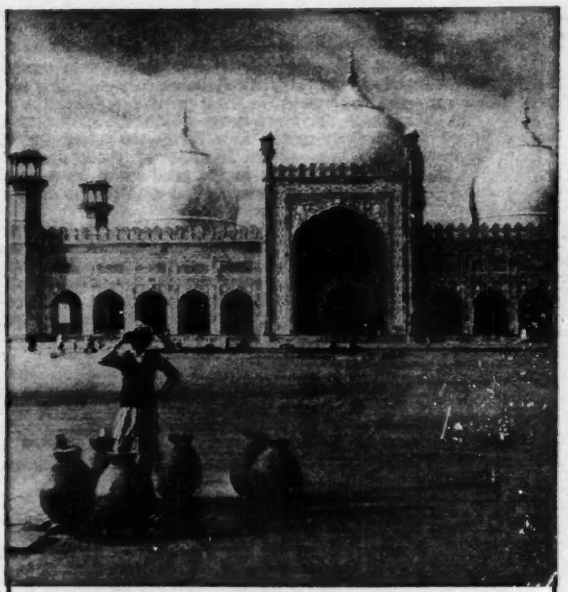

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decimal system; subject to such conditions (including the keeping and rendering of accounts) regarding the use and disposal of such parts as the Collector General may prescribe or impose.

Machinery and equipment for food processing industry:

93. Machinery and equipment which the Collector General is satisfied, having regard to a certificate issued by the Food Technology Division of the Ministry of Trade and Industry:

(a) are for use solely in the production on a commercial scale of any processed food referred to in paragraph (b); and

(b) are imported by or on behalf of a food processor engaged in producing any non-carbonated, non-distilled or non-fermented product of fish, meat, vegetables, fruit or milk (including vinegar and sauces but excluding condensed milk, evaporated milk and ice-cream) which is preserved by one or more of the following processes:

Dehydration, evaporation, hermetic sealing, smoking, curing, pickling, pre-heating, irradiation, quick-freezing to a temperature not higher than 22° C, frying, fermentation (as it relates to vinegar and sauces), pasteurization.

Materials used in the manufacture of specified goods:

94. (1) Raw materials (including component parts) which the Collector General is satisfied:

(a) are not available from a local manufacturer or producer; and

(b) are imported by or on behalf of a recognized manufacturer of any of the goods to which this paragraph relates for use solely in the manufacture of the goods to which this paragraph relates, subject to such conditions as to the keeping and rendering of accounts regarding the use or disposal of such raw materials as the Collector General may prescribe or impose.

(2) In this paragraph:

'raw materials' in relation to:

(a) textile finishing and printing, does not include any material other than greige;

(b) the manufacture of jewellery, does not include identifiable parts of jewellery and any goods which are themselves classified as jewellery under the First Schedule to this Resolution;

'recognized manufacturer' means a manufacture or producer of any of the goods to which this paragraph relates who is approved for the purposes of this paragraph by the Minister responsible for Trade.

(3) The goods to which this paragraph relate are:

1. Beverage powders. 2. Flavouring essences. 3. Detergents, cleansing and sanitizing agents and washing preparations (excluding soap). 4. Waxes and polishes. 5. Candles. 6. Plastic products. 7. Insecticides, fungicides, disinfectants. 8. Printed and finished textiles. 9. Garments as follows: (a) neckties, (b) men's and boys' garments, (c) women's and girls' garments, (d) foundation garments. 10. Jewellery (of all types except imitation). 11. Structural parts of metal (including windows, doors and awnings) as follows: (a) windows and doors, (b) awnings, (c) other. 12. Storage tanks of metal. 13. Stoves and ranges as follows: (a) gas, (b) kerosene. 14. Furniture and fixtures of all materials (including upholstered furniture and mattresses). 15. Batteries (rechargeable, electric, storage). 16. Radio and television sets. 17. Fibre suitcases. 18. Plastic handbags. 19. Footwear. 20. Gramophone records. 21. Hair and tooth brushes. 22. Leather. 23. Mufflers (silencers) for motor vehicles. 24. Toilet paper and paper napkins. 25. Envelopes of paper. 26. Zip fasteners. 27. Aluminium holloware. 28. Hats, caps and other headgear of all materials except of vegetable straw. 29. Adhesives. 30. Artificial flowers. 31. Water heaters. 32. Spices and prepared seasoning. 33. Tarpaulins.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

JAMAICA

Import licensing arrangements

THE LIST of Exceptions to the Jamaican Open General Licence (see *Board of Trade Journal* of September 27, 1968, page 865) has been further amended:

(i) by the addition of the following sub-paragraph to item 89. (Metal, manufactures of):

'(y). Enamelled kitchen sinks,' and

(ii) by the addition of the following new item:

'161. Containers and drinking cups for ice cream, milk, fruit juices or other liquids, solid or semi-solid foods (NOP).'

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext, 471).

UNITED STATES

National Commission on Product Safety

THE *Board of Trade Journal* of October 11 gave notice of a public hearing in connection with the United States National Commission on Product Safety.

The Commission has now announced details of further public hearings to be held on December 17, 18 and 19, 1968, at the John F. Kennedy Federal Building, Boston, Massachusetts, to discuss the impact of common law and statutory liability of manufacturers, distributors and retailers on the safety of household products, including such aspects as the legal responsibilities of testing laboratories and standard-setting organizations or committees and the effect of product warranties on liability and product safety.

Interested persons are invited to attend and participate either by presenting oral testimony or by submitting written statements. Written submissions and requests to present oral testimony, which should be accompanied by a statement of the substance of the proposed testimony, should reach the Commission at 1016 16th Street NW, Washington DC 20036, by December 9, 1968.

Further details of the hearings may be obtained from the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Transportation of Hazardous Materials (1)

THE UNITED STATES Department of Transportation has invited public comment on several miscellaneous amendments proposed by industry and Government agencies for the transportation of hazardous materials. The amendments concern mainly the specifications of cylinders, drums and other containers for dangerous substances.

Interested persons are invited to participate in the making of these proposed rules by submitting their written comments and any supporting data to the Secretary, Hazardous Materials Regulations Board, Department of Transportation, 400 Sixth Street SW, Washington DC 20590, USA. Communications should be submitted in duplicate, quoting 'Docket No. HM-9; Notice No. 68-7'.

Consideration will be given to comments received by the HMRB before February 18, 1969. All comments will be available for examination by interested persons at the Office of the Secretary of the Board, both before and after the closing date for comments.

Further details of the proposed rules (which may be changed in the light of comments received) may be obtained from the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2404), quoting the reference 'FR 20/11'.

Transportation of Hazardous Materials (2)

THE HAZARDOUS Materials Regulations Board is considering amending the regulations covering the specifications of tank cars. These proposed amendments are based chiefly on representations made by the Association of American Railroads (AAR).

Interested persons are invited to participate in the making of these proposed rules by submitting their written comments in duplicate to the Secretary, Hazardous Materials Regulations Board, Department of Transportation, 400 Sixth Street SW, Washington DC 20590. Communications, quoting 'Docket No. HM-10: Notice No. 68-8', must reach the HMRB before February 18, 1969. All comments will be available for examination by interested persons at the Office of the Secretary of the Board both before and after

the closing date for comments.

Further details of these proposals (which may be changed in the light of comments received) may be obtained from the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2404), quoting the reference 'FR 21/11'.

Flammable Fabrics Act

THE *Board of Trade Journal* of November 8 gave notice of the proceedings instituted by the United States Department of Commerce to consider the development of new or amended flammability standards under the above act.

The Department of Commerce has now extended the period for filing comments and suggestions to December 20, 1968.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Fair Packaging and Labelling Act: cheese and cheese products

THE UNITED STATES Food and Drug Administration has announced that it proposes to amend Section 1.1c of the enforcement regulations of the Fair Packaging and Labelling Act to exempt cheese and cheese products from certain of the labelling requirements of the Act.

Interested persons are invited to submit their views in writing, preferably in quintuplicate, regarding this proposal by January 21, 1969.

Comments, which may be accompanied by a memorandum or brief, should be addressed to the Hearing Clerk, Department of Health, Education and Welfare, Room 5440, 330 Independence Avenue, S.W., Washington DC 20201.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Proposed revision of United States Trademark Act, 1946

THE UNITED STATES Department of Commerce has announced that a number of changes to the Trademark Act have been suggested in recent years. As a result of these suggestions and as part of the United States Patent Office policy of periodically reviewing legislation affecting the patent and trademark systems, a study is being undertaken of the effectiveness of the Act and any need for its amendment. The study will review the basic precepts of the Act as well as the need for independent changes of both a major and a minor nature.

The comments of interested parties are invited and should be submitted in writing to the United States Patent Office, Crystal Plaza, Arlington, Va., USA, by January 3, 1969.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2404).

Pipeline safety standards

THE UNITED STATES Department of Transportation published recently interim minimum Federal safety standards for gas pipeline facilities and the transportation of natural and other gas throughout the United States.

Further details of these regulations may be obtained from the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2404).

CANADA

'Made in Canada' rulings

THE FOLLOWING rulings have been made in Canada for Canadian customs purposes:

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(Rulings effective December 23, 1968.)

The above information is contained in Canadian Department of National Revenue Memorandum D51-20-1 dated November 20, 1968 and D51-31-1 dated November 21, 1968.

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A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla 854, Lima.

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Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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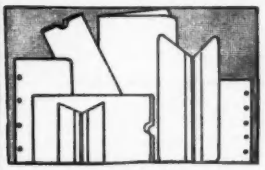

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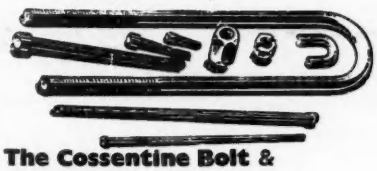

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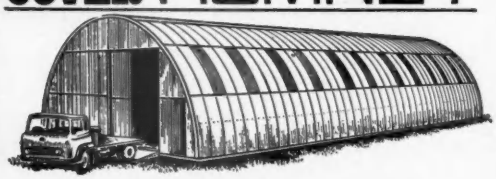

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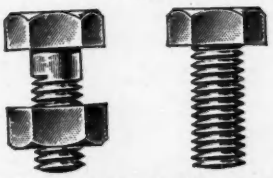

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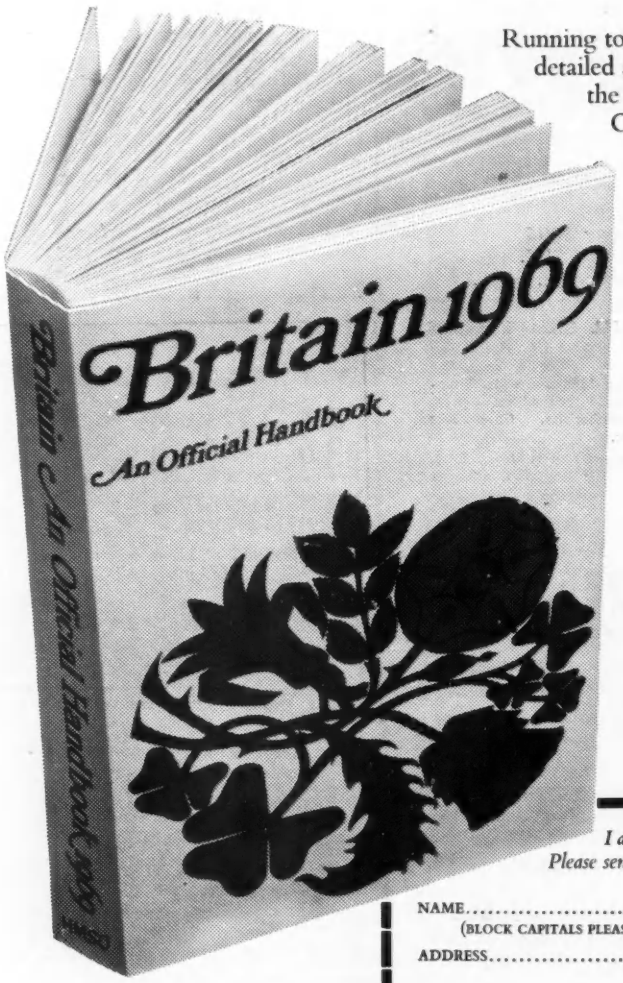

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